# THE
# INDUSTRIAL ARTS INDEX

98

## THIRTY-SEVENTH ANNUAL VOLUME

## 1949

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING,
TRADE AND BUSINESS PERIODICALS

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# PREFACE

This volume, completing the thirty-seventh year of the Industrial Arts Index, cumulates the monthly issues published from December 1948 thru November 1949. The list of periodicals remains practically unchanged from the list of 1948, to which a considerable addition was made. The various changes in titles of periodicals are noted as they occur in the announcement pages of the current numbers of the Index and in the List of Periodicals Indexed. The only changes that need notice here are the merging of *Textile Colorist* with *American Dyestuff Reporter* and the discontinuance of Index.

The fact that a large proportion of the periodicals indexed are growing in size may indicate that these periodicals have been wisely chosen by Index subscribers.

The Magazine Notes, appearing in the current monthly issues, have again been cumulated for the annual volume and as many as possible checked for later information.

M.E.P.

# Magazine Notes

Compiled with the aid of Johanna Kramm and Jessie Van Strander

(Reprinted from monthly issues of 1949)*

*A C L S Newsletter,* first issued in May 1949, will be published several times a year to inform persons interested in the development of the humanities in the United States of the program and activities of the American Council of Learned Societies, 1219 16th Street, N.W. Washington 6.

*The Academy Bookman* is published by the friends of the rare book room in the interests of the library of the New York Academy of Medicine, 2 East 103d Street, New York. Two numbers were issued in 1948. Volume 2, Number 1 is dated Winter, 1949. ($10)

*Accounting Research,* published for the Incorporated Accountants' Research Committee, began with a November 1948 issue. There are to be four parts to a volume and for the present two parts a year. The subscription is 25s. a volume post free, or 7s. 6d. plus postage for single copies. Published by Cambridge University Press, Bentley House, 200 Euston Road, London, N.W.1. Subscribers in the United States should place their order with the University of Chicago Press, 5750 Ellis Avenue, Chicago, the sole agents for the distribution of the journal in the United States.

The Actuarial Society of America has merged with the American Institute of Actuaries to form The Society of Actuaries. For the year 1949 paper bound copies of the spring number of the *Transactions of the Actuarial Society of America,* the spring number of the *Records of The American Institute of Actuaries,* and the fall number of the *Transactions of the Society of Actuaries,* the first number under the new title, are available at the advanced subscription rate of $10 a set; cloth bound $15 a set.—*Bulletin of Bibliography.*

*Advertising and Selling* becomes *Advertising Agency and Advertising and Selling* with the May 1949 issue.

*Aeronautical Quarterly* is announced for publication in May by Royal Aeronautical Society, 4 Hamilton Place, London, W.1. The price of each issue will be 10/3 post paid to non-members and 7/9 to members.

*Africana,* a quarterly, published by The West African Society, 6 Grange Road, Fenham, Newcastle-on-Tyne 4, England, began with a December 1948 number. Subscription is included in membership fee, 10 shillings.

*Agricultural Economics Research,* a journal of economic and statistical research in the Bureau of Agricultural Economics and cooperating agencies, began in January 1949. Published by United States Department of Agriculture, Bureau of Agricultural Economics, Washington 25.

*Airports and Air Carriers* has been sold by the Haire Publishing Company to American Aviation Publications, and will be combined with *American Aviation.*

*American Jewish Historical Society Publications,* formerly issued as an annual, has been changed to quarterly publication with volume 38, number 1, September, 1948.

*American Machinist* and a number of other McGraw-Hill publications are now available to libraries in microfilm form, thru an agreement made by The McGraw-Hill Publishing Co. with University Microfilms, 313 N. First St., Ann Arbor, Michigan.

*American Quarterly* began with a Spring 1949 issue. Published by the University of Minnesota Press for the Program in American Studies at the University of Minnesota, it will publish articles, of a "speculative, critical, and informative nature, to assist in giving a sense of direction to studies in the culture of America, past and present." Editorial office at 221 Folwell Hall, University of Minnesota, Minneapolis 14; business office, 10 Nicholson Hall. Subscription $3.50 a year; single issue $1.

*Américas,* beginning with a March issue, is an illustrated monthly sponsored by Organization of American States, made up of twenty-one American nations. It provides information about the three Americas. Published by Pan American Union, General Secretariat of the Organization of American States, Washington 6. Subscription $3 a year; $1 extra for postage outside the Pan American Union. Spanish and Portuguese editions $2 a year.

*Angiology, the Journal of Peripheral Vascular Diseases,* will begin publication in February 1950. Saul S. Samuels, chief of the Department of Peripheral Arterial Diseases, Stuyvesant Polyclinic Hospital, New York City, will be editor-in-chief. The journal will be published by the Williams and Wilkins Company. Subscription price $8 a year—*Science.*

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* These notes have been reprinted by request.

*Annals of the Organization of American States,* a quarterly, beginning in 1949, is one of two periodicals which replace the *Bulletin of the Pan American Union. Américas,* a monthly, was listed in "Magazine Notes" for March. The *Annals* will take the place of the serial publications which the Pan American Union has issued separately in order to fulfill the function of disseminating and conserving the official results of the Conferences, the texts of the treaties, the resolutions of the Council, etc. An analytical index of the *Annals* will be compiled annually. It will be published in Spanish, English, Portuguese and French. Published by Pan American Union, Department of Public Information, Washington, D.C. Subscription $2; outside the Pan American Union $3; single copies 50 cents.

The British Medical Association has published a twelve-year Index for *Annals of Rheumatic Diseases,* 1935-1947.

*Annual Law Review,* first issue December 1948, is published for the Law School of the University of Western Australia by the University Textbooks Board, Hackett Hall, Nedlands, Western Australia. Sole agents for all States (except Western Australia) and other countries: Law Book Company of Australasia Pty. Ltd., 140 Phillip Street, Sydney; 425 Chancery Lane, Melbourne; and 21 Adelaide Street, Brisbane. Price 7s 6d.

*Applied Hydraulics,* a monthly, devoted to "selling" hydraulics, began with a February number. It has a "useful literature" and a book review section. It is a controlled circulation journal. Published by Technical Publishing Company, 1240 Ontario Street, Cleveland 13.

*Arafat, Quarterly Journal of Islamic Reconstruction,* is published by Department of Islamic Reconstruction, Government of West Punjab, Lahore. Subscription: Pakistan, India, Ceylon and Burma Rs 7/8; all other countries 12s 6d; single numbers Rs 2/- or 3s 6d a copy.

*The Armenian Review,* a quarterly, began its second volume with a Spring 1949 issue. It is published by Hairenik Association, Incorporated, 212 Stuart Street, Boston. Subscription in the United States $5 a year; $1.50 a copy; Canadian and foreign $6 a year; $1.75 a copy.

*Asia Major,* New Series, edited by B. Schindler, "like the introductory volume (Hirth Anniversary Volume of 1923) and the succeeding ten volumes of the First Series, will be devoted to the study of the Far East and Central Asia in the fields of language and literature, paleography, history (including the history of religion, law and art), archeology and anthropology." Published by Taylor's Foreign Press, 41 Great Russell Street, London, W.C.1. Subscription £2 5s a year; single copies 25s; $10 in U.S.

*Asphalt Institute Quarterly* began publication April, 1949. The Institute is at 801 Second Avenue, New York 17.

*Atomic Energy Newsletter,* a service for industry, business, engineering and research, is published bi-weekly at 509 Fifth Avenue, New York 17.

*Atomics,* previously appearing as a section of *Power Generation,* since October 1945, is now being published as a separate new monthly. Published by Technical Publishing Company, 53 W. Jackson Blvd, Chicago 4. Subscription $10 a year.

*The Automatic Electric Technical Journal,* a new quarterly, beginning in 1948, is devoted to progress in communication engineering. Published by Automatic Electric Company and affiliated companies, 1033 W. Van Buren Street, Chicago 7. Subscription $2 a year; 50 cents a copy.

*Automatic Launderer and Cleaner,* an illustrated monthly trade journal, began with a November 1948 issue. Published by the Automatic Launderer and Cleaner, P.O. Box 842, Atlanta 1, Georgia. Subscription $3 a year; single issues 30 cents.

*B.C.U.R.A. Quarterly Gazette,* the official organ of the British Coal Utilisation Research Association, began publication with a spring 1948 issue. To factual accounts of research and development projects it will add comments of the Association's staff and their activities. Published by the Association, 13 Grosvenor Gardens, London, S.W. 1. Subscription 10s a year; 2s 6d a single copy.

*Bibliography of Technical Reports* (formerly known as *Bibliography of Scientific and Industrial Reports*) published by the Department of Commerce, Office of Technical Services has halved its annual subscription price. Rate is now $5.—*Chemical and Engineering News.*

The *Bibliography of Technical Reports Newsletter,* publication of which was begun in July 1949, will be issued monthly, both as an insert in the bibliography and as a separate leaflet.

*Bookforecast* is a monthly forecast of books published in various countries. The first issue (34 pages) dated October 1948, contains titles in English, French and German, annotated and classified. Published by Brill Publishing Company, Leiden, Netherlands. Subscription $8; 20 glds.

*The Boston Public Library Quarterly,* edited by Zoltán Haraszti, began with a July 1949 issue. The contents of the first issue are: John Adams and Turgot, by Zoltán Haraszti; Pantaloon as Shylock, by John Robert Moore; Thomas Sergeant Perry and Henry James, by Virginia Harlow; Correspondence of R. W. Griswold; Lithographs of Fantin-Latour, by Arthur W. Heintzelman; and Notes on rare books. Subscription $2 a year; single copies 50 cents.

*British Agricultural Bulletin,* a quarterly publication of the British Council, a government agency, began with a Spring 1948 issue. Its purpose is to put British knowledge and experience at the disposal of farmers and citizens of other countries. It covers development in agricultural credit, cooperation, land tenure, rural sociology, etc. Published by British Publications, 150 East 35th Street, New York 16. Subscription $5 a year; single issues $1.50.

*British Farm Mechanization*, a monthly with subtitle, "a link between British engineers and farmers throughout the world," is published at Bowling Green Lane, London, E.C. 1, England. Subscription 26s 6d; single issues 2 shillings.

*British News*, to assist British manufacturers in developing the United States market and to help American buyers to locate British sources for goods, has been announced. Sponsor is W. S. Lockwood, 1631 K Street, N. W., Washington.—*Sales Management*

*The British Racehorse* is an illustrated journal devoted mainly to the breeding of racehorses. It is published in June, August, September, November, assording to information in the first issue, dated July 1949. Published at 55 Curzon Street, Mayfair, London, W.1. Subscription 20 shillings; foreign 25 shillings.

*Broadway Sign Post*, a monthly, edited by Margeret Wentworth, replaces *Margeret Wentworth's Sign Post*, a weekly. The new monthly, beginning with a March issue, contains in addition to reviews of current plays, reviews of first run motion pictures and books dealing with the theater. Published by D. F. Mendola, 236 West 55th Street, New York. Subscription $2 a year; single copy 20 cents.

*California Public Survey* is a monthly digest of information concerning the domestic aspects of our government, published by Bureau of Public Administration, University of California, Berkeley 4. It will be sent free on request.

*California Youth Authority Quarterly* is published in August, November, February and May. Address communications to: Editor, 401 State Office Building No. 1, Sacramento 14.

*Cancer Research*, beginning with volume nine, number 1, January 1949, will be published by the University of Chicago Press, 5750 Ellis Avenue, Chicago 37. The journal, a monthly, is owned by Cancer Research, Incorporated. Subscription $7 a year; single copies $1.

*The Canon, a Musical Journal*, is in its second volume. It is published monthly at 18 Woolwich Road, Hunter's Hill, Sydney, N.S.W. Australia. Subscription 19s 6d.

*Chemische Industrie* has been revived with a July 1949 issue after a suspension lasting since 1945.

*Chemistry in Canada* will be published by the Chemical Institute of Canada, beginning April 1949. It will carry technical articles and features of interest to all chemists and chemical engineers as well as to laymen in the industry. Subscription of $2 to members is included in Institute dues. To non-members $4 a year.

*China and America, a Chronicle of Cultural Relations*, is published six times a year by China Institute in America, 125 East 65th Street, New York 21. Subscription $1 a year.

Chinese News Service, 30 Rockefeller Plaza, New York 20, has decided to suspend its monthly publication, *The China Magazine*, until further notice. The final issue is dated February 1949, Vol. XIX, No. 2. Paid subscribers will receive a refund for the rest of their subscriptions to the magazine.

*Choir Guide*, the official journal of the International Choir Directors League, began publication in 1948. It is published at 166 West 48th Street, New York 19. Subscription $2 a year; single copies 25 cents.

*Civic Administration*, a new Maclean-Hunter publication, one of thirty six, began publishing April 1949. Subscriptions $3 a year; single issues 35 cents. Published monthly at 481 University Avenue, Toronto 2, Canada.

*Column* is a new national magazine, to appear every two weeks. It is published by Column, Inc., 200 West 57th Street, New York. Subscription price is $5 a year.

*Commercial Camera Magazine*, for the commercial photographer, house organ of Eastman Kodak Company, Rochester, New York, began its second volume with a December issue.

*Communications*, effective with the January 1950 issue, will be issued under a new title, *Television Engineering*. Subscription rates will be increased to $3 a year in the United States, Canada and Pan-American countries; other subscriptions $1 extra to cover postage. Single copies 50 cents; foreign 60 cents.

*Community Cooperation* is a four page monthly bulletin of the National Council for Community Improvement, 1760 K Street, N.W. Washington 6. It began with a January 1949 issue.

*Comparative Literature*, a quarterly publication of the University of Oregon, Eugene, Oregon, began with a Winter number. Its aims is to provide a forum for those scholars and critics engaged in the study of literature from an international point of view. Subscription $3.50 a year; single copies $1.

*Construction Equipment and Materials* began publication October 1949. Published by Conover-Mast, 205 East 42d Street, New York. Subscription $5 a year.

*Construction News Bulletin* began December 25, a midmonthly Architecture and Building edition for architects and building contractors of the Pacific Northwest. It will be published the third Saturday of each month. Subscription for Architecture and Building edition alone is $4 a year; 35 cents a copy. Published by Pacific Builder & Engineer, 3102 Arcade Building, Seattle 1, Washington.

*Containers and Packaging* is a quarterly industry report of the United States Department of Commerce. It may be obtained from the Superintendent of Documents, Washington 25 for 60 cents a year.

*Contractors Electrical Equipment,* for the electrical contracting field, is announced by Glen Sutton, president of Sutton Publishing Company, and publisher of *Electrical Equipment* and *Metal Working Equipment,* New York City. Published monthly beginning March 1949, with 20,000 circulation guaranteed. Address is 60 East 42d Street, New York 17.

*Cooperative World* began with an eight page number (processed) in September. Its subtitle reads "information, story and opinion about cooperative aims and development, economic and cultural democracy, human freedoms and the quest for peace." Gilman Calkins is editor, 8440 Major Avenue, Morton Grove, Illinois. Subscription $3; introductory rate $2.

*Cornish Review,* a quarterly beginning with a Spring 1949 issue, appears some fifty years after the last issue of the *Cornish Magazine.* The *Review,* devoted to cultural developments in Cornwall, is edited and published by Denys Val Baker, The Barn Cottage, Lelant Downs, Hayle, Cornwall, England. Subscription ten shillings a year.

*Crime Book Magazine* is published every other month by The Crime Book Society, 11 Stratford Place, London, W.1. Sent free of charge.

*Cross and Crown, a Thomistic Review of Spiritual Theology,* is edited by the Dominican Fathers of the Province of St Albert the Great. Published by B. Herder Book Company, 15-17 South Broadway, St Louis 2. Volume one, number one is dated March 1949. Subscription $4 a year; foreign $4.50.

*Current Digest of the Soviet Press* is published weekly by The Joint Committee on Slavic Studies, appointed by the American Council of Learned Societies and The Social Science Research Council. It began in January. "The two most important Soviet newspapers, Pravda and Izvestia, are received by air mail. Their contents will be utilized in the *Digest* within approximately three weeks after the date of their publication in Moscow. The more important items from these two papers will be given in full and selections will be made from approximately forty other Soviet newspapers and magazines." Published at 1219 Sixteenth Street, N.W., Washington 6. Subscription $150 a year; single copies $3. Special rates are offered to certain classes of subscribers.

The Czechoslovak Consulate General, 6 East 67th Street, New York 21, sponsors *Czechoslovak Economic Bulletin,* a new monthly.

*The Diplomatist,* an illustrated monthly, now in its second volume, is circulated primarily among the diplomatic corps located in Great Britain but has also a circulation abroad. Published by R. Harris Publications, 107 Fleet Street, London, E.C. 4

*Documenta Neerlandica et Indonesica de Morbis Tropicis* (quarterly Journal of Tropical Medicine and Hygiene) began with a March 1949 issue and is published in English by the Foundation, Documenta Neerlandica et Indonesica de Morbis Tropicis, Rivierenlaan 268, Amsterdam Z, Netherlands. Subscription $4.50 a year.

*Dominican Studies, a Quarterly Review of Theology and Philosophy,* beginning with a January 1948 issue, is published by Blackfriars Publications, St Giles, Oxford, England. Subscription one guinea or $5; single numbers 6s/6d.

*Eastern Review,* published quarterly in English, French and German, beginning in the spring of 1948 is a survey of the cultural life of East Central and Southeastern Europe and of the Soviet Union. Published by Ferd. Kleinmayr, Klagenfurt, Austria.

*Echoes of West Virginia, a Magazine of Verse,* is an independent poetry magazine published quarterly, edited by Doris Enfield Hicks. Address is Box 5275 Capitol Station, Charleston 1, West Virginia. Subscription $2 a year; 60 cents a copy.

*Economia Internazionale; Rivista dell 'Istituto di Economia Internazionale,* is a quarterly, beginning 1948. Published by the Chamber of Commerce, Industry and Agriculture of Genoa, via Garibaldi 4. Subscription in Italy 2,500 lire, foreign 4000 lire; single numbers 700 lire.

*Economic Digest,* a monthly, now in its second volume, is sponsored by the Economic Research Council, 18 South Street, London, W. 1. Published by Shaw Publishing Company, 180 Fleet Street, London, E.C. 4. Subscription 20s ($4) a year; single issues 1s 6d.

*The Ecumenical Review,* a quarterly, published by the World Council of Churches, Geneva, replaces *Christendom,* former publication of the American Committee of the Council. The *Review* began with an autumn number. W. A. Visser't Hooft is editor. New York address is 297 Fourth Avenue, New York 10. Subscription $2.50.

*Education of Pakistan* is a monthly devoted to new ideals and new techniques in the education of Pakistan, which the editors say "more urgently needs a new system than perhaps any other modern nation." It began publication in April 1949. Published by Miss Majida K. Qureshi, Sind Times Press, Burns Road, Karachi. Offices 89, Second Amil Colony, Karachi 5. One rupee an issue.

*Educational Progress in the Chicago Public Schools,* the first issue of which appeared in June, is a newspaper to be published periodically. It will function as the voice of the Curriculum Council describing important educational events and projects. Address communications to Room 228, 228 North La Salle Street, Chicago 1.

*Educational Theatre Journal,* a new quarterly of the American Educational Theatre Association, Ann Arbor, Michigan, and Stanford University, California, has for its purpose "to be of the greatest possible use to students, workers, and teachers of educational theatre and drama in all aspects and at all levels." The first number is dated October. The second number will be issued in December. Thereafter it will appear quarterly. Editor is Barnard Hewitt, University of Illinois, Urbana. Subscription is included in membership in the A.E.T.A. Single copies $1.25.

*Egypt News,* a four-page illustrated bulletin, is published by the Royal Egyptian Embassy, 2310 Decatur Place, N.W., Washington 8.

*Enquiry,* of which two issues have been published, the first in April, "is meant to supply to intelligent and critical readers, who may not themselves have any first-hand knowledge of psychical research and paranormal psychology, reliable information on what is being done and thought in this and other related fields." Published by Horace Cox, Ltd., 239 Shaftesbury Avenue, London, W.C. 2. 1s 3d an issue; 10s post free for six issues.

*The Envoy* is published monthly during the school year by the students of the School of Foreign Service, Georgetown University, Washington 7. Subscription $2.50 a year. The October 1948 issue begins the second volume.

*Experimental Cell Research,* sponsored by the International Society for Cell Biology, is a new journal dealing with experimental analysis of the activity, structure, and organization of the cell and its sub-units, including work on virus. It will be published quarterly by Academic Press, 125 East 23d Street, New York 10.

*Eye: People and Pictures,* is an illustrated bimonthly, published by Eye Publishing Corporation, 350 Fifth Avenue, New York 1; William R. Stewart, 9 South Clinton Street, Chicago 6. Subscription $1 a year; 15 cents a copy.

*Factotum* has issued a second number (chiefly poems), dated November. Price 40 cents. Address Box 612, Chapel Hill, N.C.

*Far Eastern News Letter,* now in its second volume, is published by Far Eastern Information Service, E. S. Larsen, Publisher, 814 17th Street, N.W. Washington, D.C. The Service is a privately-owned research organization established to provide accurate information on commercial, political, biographical, and economic issues affecting the Far East. It is prepared to serve newspapers, periodicals, and business organizations with material in this field. Subscription $10 a year.

*Fate,* a small quarterly, beginning with a Spring 1948 issue, "is devoted to the defense of reason—bringing out in the open the real kinship between fate and free will." Published by Clark Publishing Company, 139 North Clark Street, Chicago 2. 25 cents a copy.

*Flair,* a monthly class magazine to be published in January by Cowles Magazines, Inc., will cover fashion, art, literature, travel, decor, theater and entertainment. Subscription $5 a year; 50 cents a copy. Original advertising guarantee of 200,000 copies.—*Printers' Ink*

*Florida Anthropologist* is published by Florida Anthropological Society which publishes also a *Newsletter* and a series of Bulletins. Free to members. Membership $3 a year; student membership $1.50. Secretary-Treasurer is Donald E. Worcester. Department of History, University of Florida, Gainesville, Florida.

*The Footnote,* is a literary monthly of "comment and explanation," edited by Susan Quinn and published in Richmond, Virginia, P.O. box 71. Subscription $3 a year in United States and Canada.

*Free Mind,* is a quarterly critical review, edited by Patrick Benner and Irene James with the co-operation of Professor A. E. Heath. Published by C. A. Watts & Company, Ltd., 5 & 6 Johnson's Court, Fleet Street, London, E.C. 4. Subscription 2s 4d for four issues.

*The French American Review,* a quarterly publication by the Institut Français de Washington, 401 Michigan Avenue, N.E., Washington 17, began with a January-March 1948 issue. It includes both French and English articles. Annual membership $5.

*Frontiers of Plant Science,* published semi-annually by The Connecticut Agricultural Experiment Station, New Haven 4, Connecticut, for residents of Connecticut interested in agriculture, is available upon request. Editor, Amanda Quackenbush. Address inquiries to the editor or the author of the article in which you are interested. Volume one, number one is dated November, 1948.

*Frozen Food Industry and the Locker Plant Journal* was merged with *Quick Frozen Foods* with the January, 1949 issue.

*Fundamental Education Abstracts,* the first issue of which appeared in March, 1949, aims to supply at regular brief intervals a descriptive bibliography of technical materials relevant to fundamental education thruout the world. Three separate language editions are issued each month, in English, French and Spanish. Published by United Nations Educational Scientific and Cultural Organization, 19 Avenue Kléber, Paris 16$^{e}$, France.

*Furniture Forum,* a quarterly, beginning with a winter 1949 number, is published by Hollis Christensen, 812 South Robertson Boulevard, Los Angeles 35. Subscription $4.50 in United States; foreign $5.50; single issues $2; foreign $2.50.

*GRA Reporter,* a bimonthly organ of Governmental Research Association, began with a January-February 1949 issue. The Association is at 30 Rockefeller Plaza, New York 20. 25 cents a copy.

*Geographical Review* has published the third decennial Index, volumes 26-35, 1936-1945. Published by the American Geographical Society, Broadway and 156th Street, New York 32. ($6; pa $5)

*Géotechnique,* Volume 1, number 1, June 1948, is published by the Geotechnical Society, 123 Victoria Street, London, S.W. 1. Price, 10 shillings.

*Germs,* a monthly magazine of popular microbiology for the dissemination of knowledge about the relationship of microbes to health and human welfare, began with a January 1949 issue. It is a small size magazine published by the Institute of Microbiology, Inc. Address all communications to Germs, Box 23, Staten Island 1, New York. Subscription $2 a year; single copies 20 cents.

*The Golden Goose,* continues The *Briarcliff Quarterly* and incorporates *Cronos* and *Sibylline.* It is a magazine of poetry, edited by Richard Wirtz Emerson and Frederick W. Eckman. Number 3 is dated June 1949. Published by The Golden Goose Press, 1927 Northwest Boulevard, Columbus 12, Ohio. Subscription $1.40 a year; 40 cents a copy.

*Happy Marriage,* a magazine for the bride and groom, began with a December 1948 issue. It is now discontinued.

*Highway Research Review* is a new publication of Highway Research Board, National Research Council, 2101 Constitution Avenue, Washington 25. The first issue, June 1949, is a "summary of National Highway Research Activities, reported by The Research Correlation Service." It will probably be published quarterly.

*Hispanic World Report,* a processed monthly, "produced by the Hispanic World Affairs Seminar, Stanford University, California, is intended "to give a reliable and critical account of developments in Spain, Portugal and Hispanic America, with particular emphasis upon trends toward war and peace." Two issues appeared in 1948; volume two began in 1949.

*Index,* a quarterly of the New York Trust Company, suspended publication with the Winter 1948 number.

*Indian Minerals,* issued by the Mineral Information Bureau, Geological Survey of India, is a quarterly published by the Manager of Publications, Delhi; printed at Sree Saraswaty Press, Calcutta. Subscription Rs 8 or 12s; single copies Rs 2 or 3s.

*Industrial Health Review* is a new publication of the Canadian Department of National Health and Welfare, Industrial Health Division, Ottawa. Volume 1, number 2 is dated May.

*Industrial Relations,* a Dartnell magazine, is combined with *American Business* with the January 1949 issue. The editorial staff of *Industrial Relations* will hereafter cover developments in that field for *American Business.*

*Industrie des Plastiques Modernes,* an illustrated bimonthly, previously noted, is published by Les Publications Techniques Associées, 40 Rue du Colisée, Paris 8$^e$. Subscription 1,800 fr in France, 2,300 fr in other countries. Single issues 300 fr and 400 fr.

*Industry and Labour,* issued twice a month by the International Labour Office, Geneva, provides information on the "activities of the I.L.O. and current events in the field of industrial relations, employment, migration, conditions of work, social security and the activities of employers' and workers' organizations." Subscription $5 a year; single copies 25 cents. It continues Industrial and Labour Information, which during 1940-48 was incorporated in the *International Labour Review.*

*Institute of Gas Technology News Letter* is sent free of charge to any company, library or individual requesting it. The Institute is affiliated with the Illinois Institute of Technology. Address is 3300 Federal Street, Chicago 16. The Institute publishes also *Gas Abstracts,* a monthly.

*Institute of Professional Town Planners Review,* now in its second volume, is the official monthly publication of the Institute, an association of Ontario, 24 Bloor Street East, Toronto 5. Subscription to non-members $5 a year in Canada, United States and Great Britain; $6 in other countries.

*Institution of Electrical Engineers, Proceedings,* is the new title of *Institution of Electrical Engineers, Journal.* Pt. 1 (General) and Pt. 3, (Radio and Communication Engineering) will be published bi-monthly beginning in January. Pt. 2 (Power Engineering) will be published alternate months beginning in February. The November issue (No. 38) completed Part III of Volume 95 of the *Journal.* The December issue of Part I (No. 96) and the December issue of Part II (No. 48) completed those Parts of the same volume.

*International Folk Music Council Journal,* 1949, is the first issue of a journal to be published annually, and supplemented by bulletins. Articles are in English or French. As its circulation increases it will be published at more frequent intervals and in additional languages. The *Journal* is issued free to subscribers to the Council paying a minimum annual subscription of one pound sterling (£1) or its equivalent. Enquiries should be addressed to Maud Karpeles, 26 Warwick Road, London, S.W.5. Price of volume 1, 1949, is ten shillings.

*International Health Bulletin of the League of Red Cross Societies,* Geneva, is a review issued every three months in French and English. It began with a January-March 1949 issue. Address is 8 rue Munier-Romilly, Geneva. Subscription 5 Swiss francs ($1.25).

*International Journal of Agrarian Affairs* is sponsored by the International Conference of Agricultural Economists and sent free to members. Volume one, number three, bears the date

September and price 5 shillings net. The subscription rate for the first volume (containing six numbers) is 28 shilling 6d. post free. Subscriptions and all communications regarding the *Journal* should be sent to The Editor, Institute of Agrarian Affairs, 3 Magpie Lane, Oxford, England.

*The International Journal of Sexology* (incorporating *Marriage Hygiene*), now in its second volume, is a quarterly, published at Whiteaway Building, Hornby Road, Bombay 1, India. Agents: The Biotechnic Press Ltd., BCM/Biotechnic, London, W.C. 1. Subscription Rs 12; sh 22; $5.50; single copies Rs 3-8; sh 6; $1.75.

*Iodine Abstracts and Reviews,* prepared by the Iodine Fellowship at Mellon Institute, provides summaries of scientific and technical literature relating to the uses of iodine and its compounds in chemistry and in the industries. The first number was issued in July. It is published by Iodine Educational Bureau, Inc., 120 Broadway, New York 5.

*Iowa State Scientist,* a new publication of the Division of science at Iowa State College, made its appearance early in November. Edited and produced by students in the Division, it presents a popularized version of science.—*Science*

*Israel Newsletter* is published twice monthly by Israel Office of Information, 11 East 70th Street, New York; 2210 Massachusetts Avenue N.W. Washington, D.C.; 208 West Eighth Street, Los Angeles.

*Israel Speaks* (newspaper), now in its third volume, is published twice a month at 250 West 57th Street. New York, 19. Subscription $2 a year; 10 cents a copy.

*Journal of Agricultural Research,* Washington, D.C., is discontinued with the June 15, 1949, issue which will complete volume 78.

*Journal of Child Psychiatry* is a recent periodical of Child Care Publications, 30 West 58th Street, New York 19. Its subscription is on a volume basis, $5 a volume (of more than 400 pages). It began publication in 1948.

*Journal of Correctional Education,* official publication of Correctional Education Association, a quarterly (processed), began with a January issue. It is sent free to members of the Association. To others $1.50 a year. The Secretary of the Association is Herman K. Spector, California State Prison, San Quentin, California.

*The Journal of Industrial Hygiene and Toxicology,* on January 1, 1950, will unite with *Occupational Medicine* and will appear from then on as the *Archives of Industrial Hygiene and Occupational Medicine.* The publisher will be the American Medical Association, 535 North Dearborn Street, Chicago 10. The editor in chief will be Professor Philip Drinker, who will be assisted by a staff approved and suggested by the American Industrial Hygiene Association and the Council of Industrial Health of the American Medical Association. The new Journal will be larger than the present one but will maintain the same abstracting service and the same type of book notices and reviews. The subscription price will remain at $8. *The Journal of Industrial Hygiene* was started in 1919 by Drs. Cecil K. and Katherine R. Drinker and the late Dr. David L. Edsall. Its editorial home, its owner, and its main support has been the Harvard Medical School and then the Harvard School of Public Health. Publishers have been Williams & Wilkins of Baltimore.

*Journal of Legal Education,* beginning with an Autumn 1948 issue, is published quarterly by The Association of American Law Schools and edited for The Association by The Faculty of Law, Duke University. Brainerd Currie, is editor-in-chief. It is printed and distributed by West Publishing Company and The Foundation Press, Inc. as a public service in the interests of legal education. Correspondence should be addressed to: Journal of Legal Education, Duke Station, Durham, North Carolina.

*Journal of Petroleum Technology,* mentioned previously in connection with other publications of the American Institute of Mining and Metallurgy, has appeared with a January issue as volume 1, number one. It replaces Petroleum Technology.

*Journal of Range Management,* is published quarterly by the American Society of Range Management, Mt Royal and Guilford Avenues, Baltimore 2, beginning October, 1948. Subscription $3 a year; single issues $1.

*Journal of Southern Research,* a quarterly, published by Southeastern Research Institute, 5009 Peachtree Road, N. E. Atlanta, Georgia, began in January. Subscription $5 a year in the United States; single copies $1.50; foreign subscription $6 a year. Numbers one and two published as *Journal of Southeastern Research.*

*Korean Review,* edited by Sunoo Hag-Wo'n, is published semiannually at Seattle, Washington, by the Korean American Cultural Association. The first issue is dated March. Subscriptions and business matters should be addressed to the Executive Secretary, Thomas Kang, 445 Quincy Street, N.W., Washington, D.C. Subscription $1.50 a year; single copies 50 cents.

*Launder-Matic Age; Voice of the Automatic Laundry Industry,* is published for the benefit of owners and operators of automatic laundries and to fill the needs of maintenance men, suppliers, manufacturers and distributors who serve the industry. Published monthly by Launder-Matic Age Publishing Company, 199 Flatbush Avenue, Brooklyn 17, New York. Subscription $3 a year; Canadian and foreign $4; single copies 30 cents.

*Life With Music,* an illustrated monthly, is published by Life With Music, a California non-profit corporation, 5617 Hollywood Boulevard, Los Angeles 28. It began with an August 1948 issue. Subscription $2.50 a year in the United States; $3.50 in Canada; $4 in Europe. Single copies 25 cents.

*Line*, a bimonthly, began with an April-May issue. "It purposes to present the best in creative and honest writing." Published at 634 North Juanita Avenue, Los Angeles 4. Subscription $2 a year; single numbers 35 cents.

*Lumber Land* is the official publication of the New York Lumber Trade Association. Publication address is 510 Watchung Avenue, Plainfield, New Jersey. Subscription $3 a year. Vol. 2, No. 1 is dated May 1949.

*Lutheran Quarterly* begins with a February issue. It is a joint enterprise of the theological seminaries of the United Lutheran Church, the American Lutheran Church, the Evangelical Lutheran Church, and the Augustana Lutheran Church. Editor is Conrad Bergendoff, Augustana College. Rock Island, Illinois. It continues *The Lutheran Church Quarterly*, Philadelphia (since 1928) and *The Augustana Quarterly*, Rock Island (since 1922). Published by the Editorial Council of Lutheran Theological Seminaries. Subscriptions should be addressed to the Business Manager, Andrew S. Burgess, Luther Seminary, Como Avenue and Luther Place, St Paul, Minnesota. $2.50 a year; single copies 75 cents.

*Mademoiselle's Living*, suspended after the April 1949 issue, has resumed publication with title *Living for Young Homemakers.*

*Magazine Industry; Business Paper of the Magazine World* (with which is combined *Magazine World*), began with a Spring issue. It is published quarterly by Business Magazines, Incorporated, 40 East 49th Street, New York 17. Subscription $4 a year; Canada $5; foreign $6; single copies $1.

*The Magazine of Fantasy*, a new quarterly, beginning with an autumn 1949 issue, is published by Mystery House, Inc., 570 Lexington Avenue, New York 22. Fantasy fiction is defined as the "recounting of the impossible-made-convincing." Subscription $1.40 a year; foreign $1.80.

*Man—a Magazine for the Whole Man*, is published four times during the academic year, October, December, February, and April, by the students of St. Mary's University of San Antonio 7, Texas. It began with an October 1948 number. Subscription $1 a year; single numbers 25 cents.

*Manas*, a weekly beginning January 1948, is "issued in the interest of free and independent thinking and to serve in the maintenance of a free press." Published by Manas Publishing Company, P.O. Box 112, Station M, Los Angeles 32. Subscription $5 a year; single issue 15 cents.

*March of Labor*, a monthly beginning with a June 1949 issue, is published in the interest of labor solidarity "to help American workers to stand together in the fight for a better world." Editor is John F. Ryan. Published at 133 West 44th Street, New York 18. Subscription $2 a year; single copies 25 cents.

*Maritime Review*, a Monthly Compendium of Maritime Information, is prepared and published by J. F. Colton & Company, for International Maritime Exchange, Long Ridge, P.O. Box 1121, Flagstaff, Arizona. There is no charge to members of International Maritime Exchange. The charge to other individuals and institutions is 25 cents a copy or $2.50 a year within Canada, United States, and United States possessions or 35 cents a copy and $3.25 a year elsewhere.

*Men's Reporter Weekly*, an illustrated newspaper for the men's wear industry, began with a January 10, 1949, issue. Published by Reporter Publications, Empire State Building, New York 1. Subscription $5 a year; single copies 25 cents.

*Minicam Photography* with its September issue changes its name to *Modern Photography*, its size to 8½ by 11⅜ inches, and its press run to 200,000.—*Sales Management*

*Mining Engineering*, with a January issue, replaces *Mining and Metallurgy*, *Mining Technology* and *Coal Technology*, publications of the American Institute of Mining and Metallurgical Engineers. It is intended for those who are primarily interested in mining geology and exploration, and in the mining and beneficiation of metallic and nonmetallic ores and minerals, and in the mining, preparation, and utilization of coal. Separate editorial staffs will be responsible for the *Journal of Metals*, which will also be published in New York, and for the *Journal of Petroleum Technology*, which will be published in Dallas, although there will be the closest cooperation between all three. One section—section 2—will be common to all three journals. *Mining Engineering* and *Journal of Metals* (formerly *Metals Technology*) are indexed in Industrial Arts Index.

*Modern Review*, January, concludes the 1948 series that was planned as a bi-monthly. With the spring of 1949, it will appear as a quarterly under a reorganized editorial board. Address is 7 East 15th Street, New York 3.

*Monthly Review; an Independent Socialist Magazine*, began publication in May 1949. It will analyze "from a socialist point of view, the most significant trends in domestic and foreign affairs." Published at 66 Barrow Street, New York 14. Subscription $3 a year; foreign $3.50; single copies 35 cents. Editors and publishers, Leo Huberman and Paul M. Sweezy.

*Motels and Courts* is an illustrated monthly, published by J. J. Publishing Company, 544 W. Colorado Boulevard, Glendale 4, California. Subscription $2 a year; single copies 20 cents.

*The Museum*, New Series, Volume 1 Number 1, February 1949, revives in new format a bulletin published by The Newark Museum that was discontinued in 1942. It will be devoted to information about the collections not possible to include in the limited space of the monthly

*News Notes.* Published quarterly by Newark Museum Association, 43 Washington Street, Newark 1, New Jersey. Subscription $1.50 a year; single copies 40 cents.

*NACCA Law Journal,* the official organ of the National Association of Claimants' Compensation Attorneys, is published twice yearly in May and November. "Devoted to spreading knowledge of current cases and events in workmen's compensation, railroad and admiralty law. Written by lawyers, for use by the general public as well as by the bench and bar." Published at 6 Beacon Street, Boston 8. Subscription $5 a year; single copies $3.

Nassau County Library Association, Long Island, New York, publishes *NCLA Odds and Book Ends,* "distributed free of charge to almost anyone interested." It is a quarterly and began with an Autumn 1948 issue.

*National Air Review* is published by The National Air Council, 280 Madison Avenue, New York 16, a non-profit educational organization to encourage progress in all fields of importance to both civil and military aviation. Published monthly except July and August. Distributed to members of the Council; to nonmembers $2 a year; $1.50 a year to students, teachers and libraries; single issue 25 cents.

*Near East Society Bulletin,* published monthly except July and August, is sponsored by the Near East College Association and the Near East Foundation for the purpose of building mutual understanding between the peoples of the Near East and America. Allen M. Bailey is editor, 46 Cedar Street, Room 1209, New York 5. Subscription $3.50 a year.

*New Education,* which has no fixed date of issue, will be published from time to time with the object of interesting a wider public in education and its relation to the individual and society. Published by The New Education Press, 94 Bellevue Road, Edinburgh 7. 1s 3d an issue.

Both Microcard and Microfilm editions of *Newsweek* will be available to subscribers after June 1, 1949. The cost of each type of Micro edition will be the same as the present cost of *Newsweek* bound volumes—$15 a year.

*Notes on Labor Abroad* (processed), published irregularly by United States Bureau of Labor Statistics, contains excerpts, abstracts, or summaries of recent reports received at the Department of Labor from United States Labor attachés and other Foreign Service officers, United States authorities in occupied areas, publications of foreign governments, foreign labor unions and the foreign press.

*Occidental, an International Review of Books and Literature,* began with a January 1949 issue, which contains fifteen reviews of books in English, Spanish and French. It is a monthly, published by Occidental Book Club, Inc., Massapequa, New York, and distributed free to members of the Club. To non-members $2.50 a year; single numbers 25 cents.

*Occupational Trends,* the magazine for vocational guidance, began with an April 1949 issue. Published by the Bellman Publishing Company, 83 Newbury Street, Boston 16. Subscription $2 a year to non-students; $1 to students; 50 cents a copy.

*Oklahoma Law Review* is published quarterly by the University of Oklahoma Press, Norman, Oklahoma. The first number is dated May 1948. Subscription $5 a year.

*Organic Farmer,* beginning with an August issue, is published monthly by Organic Gardening, Emmaus, Pennsylvania. Subscription $3 a year; single issues 25 cents.

*Österreichische Gesellschaft für Holzforschung, Mitteilungen* will be published from four to six times a year. The first issue is June 1949. The address is Wien III., Marxergasse 2.

*Outdoor West,* an illustrated bimonthly devoted to fishing and hunting, is published by Outdoor West Publishing Company, 1213 H Street, Box 551, Sacramento, California. November-December issue is volume 1, number 4. Subscriptions $1.50 a year, foreign $2; single issue 25 cents.

*Oxford Science,* after an absence of nearly nine years, made its reappearance with a June 1948 issue. Its object is to keep the person with a scientific education informed of progress in fields of science, other than his own. Second issue, March 1949. Published by Blackwell Scientific Publications, 48 Broad Street, Oxford, England. Subscription $1 a year; single copies 60 cents.

*Pakistan, a Quarterly,* beginning with an April 1949 issue, replaces *Pakistan—a Literary and Cultural Review,* of which two issues came out in a smaller format. It is edited by A. A. Milne. Published by Pakistan Publications, Post Box No. 701, Karachi (Pakistan). 2 rupees a copy.

*The Paper Maker* is published monthly at 301 N Street, N.E. Washington 2, by the International Brotherhood of Paper Makers, AFL., Paper Makers' Building, Albany 1. Subscription 60 cents a year; single copies 5 cents. In combination with *Paper Maker's Journal* $1 a year. It began publication last September.

*Persona, the Intercollegiate Journal of Psychology,* a quarterly, beginning with a winter 1948-1949 issue, is intended to serve as a clearing house of ideas, views, and grievances from the college campus. Published for students of psychology by the Intercollegiate Journal of Psychology, Psychological Laboratories, Western Reserve University, Cleveland 6. Subscription $2 a year; single copies 15 cents.

*Petroleum Engineer* magazines to be published beginning January, 1949, will be: 1, *The Petroleum Engineer,* all divisions. This will include all sections. 2, *The Petroleum Engineer*

*Exploration, Drilling, and Production Magazine*, which will include the first two sections. 3, The *Petroleum Engineer Refining and Gas Processing Magazine*, which will include general section and refining and gas processing section. 4, *The Petroleum Engineer Pipe Line and Marine Transportation Magazine*, the general section and pipe line and marine transportation section.

*Pharmacological Reviews*, a supplement to be included with the last issue of each volume (three a year) of the *Journal of Pharmacology and Experimental Therapeutics*, will begin with the *Journal's* April issue. The supplements may be ordered from the *Journal* separately at the rate of $2 each, in advance, or by increasing the payment for the *Journal* subscription from $15 to $18 a year.

*Physiologia Plantarum* is a Scandinavian quarterly covering all branches of plant physiology. Volume one, Number one, 1948, is in English but contributions in French and German are accepted. Published by Einar Munksgaard, Nørregade 6, Copenhagen, Denmark. Subscription 40 Danish kroner a year.

*Plastics*, one of the periodicals added last year to those indexed in Industrial Arts Index, announced a change from a monthly to a quarterly schedule beginning with 1949, but the first number to be issued after the January 1949 number is dated November, Volume 9, Number 2.

*The Poetry Book Magazine*, a quarterly, began with a Fall 1948 issue. It is a small size periodical, "intending to bridge the gap between the poet and the public." It will distribute free two poetry books a year. Published by Waldorf Book Club, 248 East 92d Street, Brooklyn 12. Subscription $3 a year; 75 cents a copy.

*Poetry Ireland*, no. 4, is a special issue devoted to Irish translations. It is published by Trumpet Books, 15 Adelaide Street, Cork, Eire. Subscription 8s 6d a year; $2 in United States and Canada. Four numbers a year.

*Politique Internationale*, an illustrated monthly, published by L'Agence Internationale de Documentation "Pharos", 2 Boulevard Montmartre, Paris 9, began with a November 1948 number. Subscription in France 650 fr; other countries 750 fr; single issue 60 fr.

*The Professional Geographer*, formerly published by American Society for Professional Geographers, will now be published under the auspices of the Association of American Geographers, the two societies having been merged. New Series vol. 1, no. 1, March, 1949. Price $1.50 a year.

*Public Roads*, beginning with June, publishes bimonthly instead of quarterly. Issue numbers of volumes will continue to run to 12. The new subscription rate is 75 cents ($1 foreign) a year, for six issues. Subscription orders should be sent to the Superintendent of Documents, Washington 25, D.C.

*The Quarter Horse Journal*, devoted to advancement and improvement in breeding of the Quarter horse, is the monthly official publication of the American Quarter Horse Association, 1405 West Tenth Avenue, Amarillo, Texas. Subscription $3 a year; 35 cents a copy.

*Quarterly Bulletin of Fundamental Education* is a publication of UNESCO, Fundamental Education Division. Its first issue is dated January 1949.

*Quick*, a very small size weekly, with subtitle, "People, Pictures, Predictions" is published by Cowles Magazines, Inc. at 511 5th Avenue, New York 17. Subscription $5 a year; single copies 10 cents.

*Radiofile*, beginning with the August issue, will be issued bi-monthly instead of monthly. Additional magazines will be indexed. Published by Richard H. Dorf, 255 West 84th Street, New York 24. Subscription $1.50 a year; foreign $2. Single copies not sold except year-end annuals, 50 cents.

*The Reporter, a Fortnightly of Facts and Ideas*, beginning with an April 26 issue, aims "to process the news in order to reach facts, and to dissect opinions in order to reach a clear idea of American policy." Published at 220 East 42d Street, New York 17. Subscription $5 a year; single copies 25 cents.

*Review of Contemporary Poetry*, published bi-monthly at Swigert Avenue, P.O. Box 605, Lexington, Kentucky, began with a March 1949 issue. Subscription $1.50 a year; single issue 35 cents.

*La Revue de Géographie Humaine et d'Ethnologie* is a 1948 illustrated quarterly, published by Librairie Gallimard, 5 rue Sébastien-Bottin, Paris VII^e^. American Agent, Michel Aubry, Literary Masterwork, Incorporated, 437 Fifth Avenue, New York 16. Subscription $5.20; the price for single numbers varies.

*Revue d'Esthétique*, a quarterly beginning with a January-March 1948 issue, is published under the direction of Charles Lalo, Étienne Souriau, Raymond Bayer, by Presses Universitaires de France, 108, boulevard Saint-Germain, Paris (6^e^). Subscription 550 fr in France and colonies; foreign 650 fr. Single copies 170 fr.

*La Revue, Littérature, Histoire, Arts et Sciences des Deux Mondes*, began publication in November. It will appear the first and fifteenth of each month. Published at 15 Rue de l'Université, Paris. Subscription for six months in France 1,500 frs; abroad 2,300 frs; abroad 4,500 frs a year.

*Russian Technical Research News* is a guide to technical development in the U.S.S.R., published by The American Russian Institute for Cultural Relations with the Soviet Union, 58 Park Avenue, New York 16. Eight issues a year. Subscription $25.

*Scan, the Television Journal,* a British monthly, began publication in May, 1948. Editorial offices are at 5 Creed Lane, Ludgate Hill, London, E.C. 4. Subscription 13 shillings.

*Science and Religion; a Review of Current Literature and Thought,* is published quarterly by The Paternoster Press, Ludgate House, Fleet Street, London, E.C.4. Robert E. D. Clark is editor. Subscription 6s/6d ($1.50) a year post free.

*Science Illustrated* was discontinued July, 1949.

*Script Magazine,* the so-called New Yorker-styled regional publication in California, has temporarily discontinued publication due to financial difficulties. The March issue, it was stated, probably will be the last one.—*Printers' Ink.*

*Second Pioneers,* a monthly, began with an April 10 issue. It is devoted to "advanced thought, prophecy, poetry, book reviews, theater, world commentary, and economic reforms." Published by Leveridge Harvey, 516 Fifth Avenue, New York 18. Subscription $2.50 a year; single copy 25 cents.

*South African Chemical Institute Journal,* began with a June 1948 issue. Half-yearly publication is to be followed as soon as possible by a quarterly schedule. Published by South African Chemical Institute, Kelvin House, Johannesburg. The Institute also publishes *South African Industrial Chemist,* now in its third volume.

*Sports World,* a 106-page magazine in the spectator sports field, Hillman Periodicals, Inc., 535 5th Avenue, New York, began publication, January 5. It features four-color kodachrome portraits of America's favorite sports heroes and is bound in four-color covers. Phil Keenan, vice-president of the Hillman firm, is the publisher.—*Sales Management.*

*Standardization* is the new title of *Industrial Standardization,* effective with the January 1949 issue.

*Standards World,* a quarterly, beginning with a Winter 1948 issue, has for its object "to communicate coordinated information about standards activities, to serve as an independent vehicle for the newest thoughts and ideas on standards, to chronicle the limitless aspects of standardization and its philosophy, to be both its history and its encyclopedia." S. P. Kaidanovsky is editor. Address Box 7593, Benjamin Franklin Station, Washington 4. Subscription $7.50.

*Stanford Law Review,* a quarterly, published by the Stanford University Law Students, Stanford, California, began with a November 1948 issue. Subscription $4.50 a year; single copies $1.25.

*Statistical Review of Press Advertising,* a British quarterly, is again soliciting American subscriptions after a ten-year interval. It gives month by month figures of expenditure on press advertising by some 3,000 branded products and retail advertisers and by British Government Departments. Products and advertisers are listed in charts covering 174 categories, with names of manufacturers or distributors, and also advertising agents responsible for each account. Published by Legion Publishing Company, Field House, Breams Buildings, London, E.C.4. Subscriptions $16, or £4. 4 a year, may be sent to Jesse Scott, 7 East 42d Street, New York 17.

*Strengthening Democracy,* published by The Board of Education, 110 Livingston Street, Brooklyn 2, New York, began with a February 1949 issue. Its aim is to spread good practices in teaching the "American way of life." No regular publication schedule at present.

*Syracuse Law Review,* a semi-annual publication of Syracuse University, College of Law, began with a Spring 1949 issue. Address Syracuse Law College Association, Editorial and business offices, 400 Montgomery Street, Syracuse 2, New York. Subscription $2 a year; $1 an issue.

*Tappi* is the new monthly of the Technical Association of the Pulp and Paper Industry. Since 1921 the Technical Association has published most of its meeting papers and contributed articles in the *Paper Trade Journal.* It was felt that the Association should have its own technical journal devoted entirely to the manufacturing problems of mill-operating executives, engineers, superintendents, chemists, and other technical men. The volume is numbered 32 which would be the designation of the next issue of Technical Association Papers. It will be indexed in the Industrial Arts Index. Subscription: United States and possessions, $7.50; Canada, $8.25; Pan American Union $9; single copies 75 cents; to nonmembers $1. Published at 20th and Northampton Streets, Easton, Pennsylvania.

*Television Opportunities,* a monthly newsletter, edited by Lawrence Levey, provides up-to-date news on television progress, advances in apparatus and programming, etc. Subscription $1 a year. Address 697 Amsterdam Avenue, New York 24.

*Tellus, a Quarterly Journal of Geophysics,* is published in Stockholm by the Swedish Geophysical Society with the aid of a grant from the Swedish government and with generous assistance from Generalstabens Litografiska Anstalt. It is intended as a medium for the publication of original contributions, surveys and discussions in all branches of geophysics. All contributions will be published in English, French or German. The first issue, February 1949, is entirely in English. Manuscripts, business correspondence, subscription orders, etc. should be addressed to the office of the editor, Tellus, Department of Meteorology of University of Stockholm, Fridhemsgatan 9. Stockholm 12, Sweden. Subscription $6 a year; single copies $2.

*Textile Colorist & Converter* merged with *American Dyestuff Reporter* with the January issue. The official title of this publication will be *American Dyestuff Reporter Incorporating Textile Colorist and Converter.* It will be sent to the entire list of converters now on the mailing list of *Textile Colorist and Converter.*

*Textile Institute Journal* is published in two parts, beginning with the January issue. The Proceedings and Abstracts will appear together in one cover and the Transactions will be separate. The Transactions Section will contain records of new knowledge in the science and technology of textiles, as in the past. It will be printed in the same size and style as the present *Journal,* but with no trade advertisements. The Proceedings and Abstracts Sections will be bound together and will appear as the monthly record of Institute activities and of developments in textiles thruout the world. Every member will receive both parts of the *Journal* and a copy of the annual index unless he gives contrary instructions to the office.

*Theatre* is an illustrated periodical, issued from the Bradford Civic Playhouse, Leeds Rd., Bradford, England. The Autumn 1948 issue is number ten. Price 2s 6d.

*Theatre Time Magazine,* William Keegan, editor, began with a Spring number, February 1949, and will be published four times a year, February, May, October, December. Published by Theatre Publications, 152 West 42d Street, New York 18. Subscription $1.60 a year; foreign $2.10; single issue 40 cents.

*Timepieces,* a quarterly, published by the American Clock & Watch Foundation, York, Pennsylvania, is "devoted to the history of American and other clocks and watches, the biography of makers and manufacturers and the bibliography of the science and the art of timekeeping." Subscription $4 a year. It began with a November 1948 issue.

*Today's World* has been discontinued. Unexpired subscriptions will be fulfilled by *The National Republic.*

*Transition Forty-Eight* has for its object "to assemble for the English-speaking world the best of French art and thought, whatever the style and whatever the application." It is edited by Georges Duthuit and published bimonthly by the Transition Press, 96 rue de l'Université, Paris; American agent is Gotham Book Mart, 41 West 47th Street, New York. Subscription $7 a year; single copies $1.25.

*Travel Magazine,* published monthly since 1911, has been acquired by a new corporation, Travel Magazine, Inc. Offices of the new publishing company are at Rockefeller Center, New York City.

*Travel USA Bulletin* is a monthly magazine, published and distributed free by the United States Travel Division, under the National Park Service of the Department of the Interior, Washington 25.

*The Trend in Engineering at the University of Washington* is a 1949 quarterly, published by the Engineering Experiment Station at University of Washington, to reflect the current highlights of its accomplishments and to report progress in its program of investigation and research. Publication office, 127 More Hall, University of Washington, Seattle 5.

*Trollopian* changed its name to *Nineteenth Century Fiction* with the June 1949 issue.

Effective with the October 1949 issue, Macfadden's six women's magazines will be merged into one unit to be entitled the True Story Women's Group.—*Sales Management.*

*United Asia, International Journal of Asian Affairs,* is published monthly by Inter-Asian Publishing House, 21 Noble Chambers, Parsi Bazar Street, Bombay 1. First number May-June 1948. Subscription in United States $9 a year; England £2; India Rs 20.

United Church of Canada, Committee on History and Archives, publishes *Bulletin: Records and Proceedings,* in collaboration with Victoria University. Address is Wesley Buildings, 299 Queen Street West, Toronto.

*United States Book Exchange Newsletter* goes each month to the libraries participating in USBE, as well as to any other institutions or individuals who are interested. Its purpose will be to disseminate general information about the activities of USBE in its two fields of international exchange of publications and educational rehabilitation thru the shipment of printed matter to war-devastated or backward areas. Successor to the American Book Center for War-Devastated Libraries, it is a cooperative enterprise supported by an initial group of 150 United States libraries. Thru support from the Rockefeller Foundation, it will be able to supply free exchange service to foreign libraries and at the same time to continue some of the rehabilitation work begun by the American Book Center.

*Unlisted Drugs,* sponsored by the Pharmaceutical Section of the Special Libraries Association, began publication in January. Subscription $5 a year. Further information may be obtained from Miss Winifred Sewell, Librarian, E. R. Squibb and Sons, 25 Columbia Heights, Brooklyn 2, New York.

*Upstream, Humanities and Politics,* is a small college publication, 1614 Kentucky Street, Lawrence, Kansas. Subscription for the school year, five issues, $1; single copies 10 cents.

*Variety Merchandiser* is the new name for the business publication formerly known as *Syndicate Store Merchandiser,* effective with the November issue.

*Vegetarian,* a British quarterly, published by Geoffrey L. Rudd, Exeter Lodge, Exeter Road, Bournemouth, England, is distributed in the United States by Alethea International, 1350 N. La Salle Street, Chicago 1. Subscription in England 6s 6d a year; in United States $1.50 a year; single copies 50 cents.

*Vegetarian News Digest,* a monthly beginning last October, is "devoted to natural living, vegetarian diet and ideals, news and views on health." Address P.O. Box 1851, Los Angeles 53, California. Subscription $1; 10 cents a copy.

*Venture,* Journal of the Fabian Colonial Bureau, was formerly published as *Empire.* It is a socialist commentary on colonial affairs. Volume one, number one, is dated February 1949. It is published monthly by the Bureau, 11 Dartmouth Street, London, S.W.1. Subscription 7 shillings a year; single issues 6d.

*Walters Art Gallery Bulletin* is published on the first of each month from October thru May to give news from Baltimore's public museum. Subscription $1; single copies 10 cents. Published by Walters Art Gallery, Charles and Centre Streets, Baltimore 1, Md.

*The Washington Season,* a quarterly, is publishing three experimental numbers in limited editions; $2 for three issues. Address 2017 Eye Street, N.W., Washington 6.

*Washington World Affairs Notes,* published monthly by The Washington World Affairs Center, 1712 H Street, N.W., Washington, began with a March issue. It gives a schedule of events and items of interest on international affairs in Washington, and lists current government publications on international subjects.

*Weatherwise, the Magazine about Weather,* began with a February 1948 issue. It is an illustrated bimonthly, published by Amateur Weathermen of America, Franklin Institute, Philadelphia 3. Subscription $3.50 to countries of Pan American Union; $4 to other countries.

*Western Home Economics,* an illustrated monthly, is devoted to the advancement of home economics in Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming. Address is Russ Building, San Francisco 4. Subscription $3 a year.

*Western Reserve Law Review,* beginning with a June 1949 issue, is published for the School of Law of Western Reserve University, by the Press of Western Reserve University, Cleveland 6, Ohio. $1 a copy.

*Woodwind Magazine* is published ten times a year at 7 West 46th Street, New York 19, for those interested in wood wind instruments. Subscription $1 a year; single number 15 cents.

*Young Children,* a new quarterly of the Nursery School Association of Great Britain and Northern Ireland, 1 Park Crescent, London W.1, began with an Autumn 1948 issue. Subscription 6 shillings or $1.50 a year; single issue 1s/6d.

*Yugoslav Fortnightly,* published twice a month in Belgrade by the Association of Yugoslav Journalists, Terazije 31, began with a January 20 issue. Its aim is "to contribute towards a better understanding of Yugoslavia and closer relations between all democratic peoples." Newspaper format (eight pages). Price 2 cents a copy.

*Zeitschrift für Elektrotechnik* is published bimonthly, beginning April 1948, by Ferdinand Enke, Stuttgart. Single copies 90 cents.

# List of Periodicals Indexed

**A S M E Trans**—Transactions of the American Society of Mechanical Engineers. $12; single numbers $1.50. m (except Mr, Je, S, D) American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v71;i-l)
$6 to members and affiliates

**Acoustical Soc Am J**—Journal of the Acoustical Society of America. $10; single numbers $2. bi-m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v21;i-s)

**Adv Agency**—Advertising Agency and Advertising and Selling. $4; single numbers 35c. m Moore Pub. Co, Inc, 9 E 38th St, New York 16 (1v:Ja v42:i-none)

**Adv & Sell**—Advertising and Selling and the Advertising Agency. $4; single numbers 35c. m Moore-Robbins Pub. co, Inc, 9 E 38th St, New York 16 (1v:Ja v42;i-none)
Annual advertising awards issue $1
Name changed to Advertising Agency and Advertising and Selling, May 1949

**Advanced Management**—Advanced Management, $6; single numbers $1.50. q Society for the Advancement of Management, Inc, 84 William St, New York 7 (1v:Mr v14;i-l)
Formerly Society for the Advancement of Management Journal, a bi-monthly

**Aero Digest**—Aero Digest. $3; single numbers 50c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York 22 (2v:Ja,Jl v58-59; i-r)
Annual Digest issue March $1

**Aeronautical Eng R**—Aeronautical Engineering Review. $3; single numbers 50c. m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v8;i-s)
Formerly Journal of the Aeronautical Sciences, Aeronautical Review Section

**Air Affairs**—Air Affairs. $5; single numbers $2. q International Society of Air Affairs, 1720 M St, N.W, Washington 6, D.C. (1v:[S] v3;i-none)

**Air Transport**—Air Transport. $3; single numbers 35c. m McGraw-Hill Pub. co, Inc, 330 W 42d St, New York 18 (1v:Ja v6;i-none)
Combined with Aviation Week beginning with April 5, 1948 issue

**Am Assn of Textile Chemists and Colorists.** Proceedings. Published in American Dyestuff Reporter

**Am Assn Pet Geologists Bul**—Bulletin of the American Association of Petroleum Geologists. $15; single numbers $1.50. m American Association of Petroleum Geologists, Inc, Box 979, Tulsa 1, Oklahoma (1v:Ja v33;i-s)

**Am Bankers Assn J.** See Banking

**Am Bld**—American Builder. $3; single numbers 50c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v71;i-none)

**Am Bsns**—American Business combined with System. $4; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago 40 (1v:Ja v19;i-none)

**Am Cer Soc Bul**—Bulletin of the American Ceramic Society. $6; single numbers 50c. m American Ceramic Society, 2525 N High St, Columbus 2, Ohio (1v:Ja v28;i-s)
Ceramic Abstracts, formerly published as part of the Bulletin, is included in American Ceramic Society Journal beginning January 1946

**Am Cer Soc J**—Journal of the American Ceramic Society; Ceramic Abstracts. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus 2, Ohio (1v:Ja v32;i-s)

**Am Chem Soc J**—Journal of the American Chemical Society. $12; single numbers $1. m American Chemical Society, 1155 16th St, N.W, Washington 6, D.C. (1v:Ja v71;i-s)

**Am Concrete Inst J**—Journal of the American Concrete Institute. $10; single numbers $1.25. m (except Jl and Ag) American Concrete Institute, 18263 W. McNichols Road, Detroit 19, Mich. (1v:S v21;i-s)

**Am Dyestuff Rep**—American Dyestuff Reporter Incorporating Textile Colorist and Converter. $5. bi-w Howes Pub. Co, 1 Madison Av, New York 10 (1v:Ja v38;i-s)
Includes Proceedings of American association of textile chemists and colorists

**Am Gas Assn Mo**—American Gas Association Monthly. $3. m (bi-m Jl-Ag) American Gas Assn, Inc, 420 Lexington Av, New York 17 (1v:Ja v31;i-l)

**Am Gas Assn Proc**—American Gas Association Proceedings. Annual convention proceedings. American Gas Association, Inc, 420 Lexington Av, New York (30th annual convention, 1948 will be indexed in January 1950)

**Am Gas J**—American Gas Journal. $3; single numbers 50c. m American Gas Journal, Inc, 205 E 42d St, New York 17 (2v:Ja,Jl v170-171; i-l)

**Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. $10; single numbers $2. bi-m American Institute of Chemical Engineers, 50 E 41st St, New York 17 (1v:F v42;i-s)
Published as section of Chemical Engineering Progress beginning January, 1947

**Am Inst E E J.** See Elec Eng

**Am Inst of Mining and Metallurgical Engineers.** See Min Eng

**Am J Sci**—American Journal of Science. $8; single numbers 75c. m American Journal of Science, New Haven, Conn. (1v:Ja v247;i-s)

**Am Mach**—American Machinist. $5; single numbers 50c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v93;i-r)
36th Annual Review number, January 27, price $1

**Am Pet Inst Proc**—American Petroleum Institute Proceedings. 50 W 50th St, New York
Published annually in 5 sections

**Am Soc C E Proc**—Proceedings of American Society of Civil Engineers. $8; single numbers $1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v75;i-s)

**Am Soc for Metals Trans**—Transactions of the American Society for Metals, v40 '48. American Society for Metals, 7301 Euclid Av, Cleveland 3, Ohio

**Am Soc Heat & V E J.** See Heating-Piping

**Am Soc M E J.** See Mech Eng

**Am Soc M E Trans.** See A S M E Trans

**Am Soc T M Proc**—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 1916 Race St, Philadelphia 3 (1v:v47)

Publications of societies, institutions, etc. are listed under the names of the organizations. i-l=index sent loose; i-r=index sent upon request; i-s=index stitched in volume.

Month abbreviation followed by volume number=Month in which new volume begins and the number of the new volume beginning in 1949.

**Am Stat Assn J**—Journal of the American Statistical Association. $8. q American Statistical Association, 1603 K. St, N.W, Washington 6, D.C. (1v:Mr v44;i-l)

**Am Water Works Assn J**—Journal of the American Water Works Association. $7; single numbers 75c, to members 50c. m American Water Works Assn, 500 Fifth Av, New York 18 (1v:Ja v41;i-s)

**Anal Chem**—Analytical Chemistry. $4; single numbers 50c. m American Chemical Society, 1155 16th st, N.W, Washington 6, D.C. (1v:Ja v21;i-s)

Formerly Industrial and Engineering Chemistry Analytical Edition

Combination with Industrial and Engineering Chemistry $8

**Ann Am Acad**—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3817 Spruce St, Philadelphia 4 (6v:Ja,Mr,My,Jl,S,N v261-266; i-s)

Published also in cloth $7.50; single numbers $2.50

**Arch Forum**—Architectural Forum. $5.50; single numbers $1. m Time, Inc, 540 North Michigan Av, Chicago 11 (2v:Ja,Jl v90-91;i-r)

**Arch Rec**—Architectural Record. $4.50; single numbers $1. m F. W. Dodge Corp, 119 W 40th St, New York 18 (2v:Ja,Jl v105-106;i-s)

**Aslib Proc**—Aslib Proceedings. 25s; single numbers 7s 6d. 4 times a year Aslib, 52 Bloomsbury St, London, W.C. 1 (1v:Ja v1;i-s)

Formerly Association of Special Libraries and Information Bureaux Proceedings; changed January, 1949

**Assn of Sp Lib & Inf Bur Proc.** See Aslib Proc

**Automobile Eng**—The Automobile Engineer. £1 17s 6d; U.S. and Canada $6; single numbers 2s 6d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v39;i-r; cost 6d)

Annual extra number published in November

**Automotive Ind**—Automotive Industries. $2; single numbers 25c. s-m Chilton Company, Chestnut & 56th Sts, Philadelphia 39 (2v:Ja, Jl v100-101;i-none)

Title was Automotive & Aviation Industries from February 1, 1942 thru June 15, 1947

**Aviation W**—Aviation Week. $6; single numbers 50c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v50-51;i-none)

Merger of Aviation and Aviation News beginning July 7, 1947

Air Transport incorporated April 5, 1948

**Bankers Mo**—Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago 5 (1v:Ja v66;i-none)

Formerly Rand McNally Bankers Monthly

**Banking**—Banking; Journal of the American Bankers Association. $4; single numbers 35c. m American Bankers Association, 12 E 36th St, New York 16 (1v:Jl v42;i-r)

Formerly American Bankers Association Journal

**Barron's**—Barron's. $15; single numbers 35c. w Barron's Pub. Co. Inc, 40 New St, New York 4 (1v:Ja v29;i-r)

**Bell System Tech J**—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v28;i-l)

**Blast F & Steel Pl**—Blast Furnace and Steel Plant. $2.50; single numbers 50c. January and August numbers $1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh 30, Pa. (1v:Ja v37;i-s)

**Brick & Clay Rec**—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 5 So. Wabash Av, Chicago 3 (2v: Ja,Jl v114-115;i-s)

**Bsns W**—Business Week. $6; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (without v no;i-none)

**Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit 32, Mich. (1v:O v34;i-none)

**Bus Transportation**—Bus Transportation. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v28; i-r)

**CAA J**—Civil Aeronautics Administration Journal; issued by the Civil Aeronautics Administration. 75c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v10;i-s)

Formerly Civil Aeronautics Journal; name changed with April 15, 1945 number

**Can Chem & Process Ind**—Canadian Chemistry and Process Industries. $5; single numbers 50c. m Westman Publications, Ltd, 137 Wellington St, West, Toronto, Ont. 1 (1v:Ja v33; i-r)

Formerly Canadian Chemistry and Metallurgy

**Can Min J**—Canadian Mining Journal. $7.50; single numbers $1. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v70;i-s)

**Cer Ind**—Ceramic Industry. $4; single numbers 50c. m Industrial Publications, Inc, 5 So. Wabash Av, Chicago 3 (2v:Ja,Jl v52-53;i-s)

Price of January issue $2

**Chem Age (Lond)**—The Chemical Age. 30s; single numbers 1s. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v60-61;i-r)

**Chem & Eng N**—Chemical and Engineering News. $6; single numbers 15c. w American Chemical Society, 1155 16th St, N.W. Washington 6, D.C. (1v:Ja v27;i-s)

**Chem & Ind**—Chemistry and Industry. £3 10s. single numbers 2s. w Society of Chemical Industry, 56 Victoria St, London, S.W.1 (without v no;i-l)

**Chem & Met Eng**—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v53;i-r)

Name changed to Chemical Engineering August, 1946

**Chem Eng**—Chemical Engineering with Chemical and Metallurgical Engineering. $3; single numbers 50c. m McGraw-Hill Pub. Co. Inc, 330 W 42d St, New York 18 (1v:Ja v56;i-s)

**Chem Eng Prog**—Chemical Engineering Progress. $6; single numbers 75c. m American Institute of Chemical Engineers, 120 E 41st St, New York 17 (1v:Ja v45;i-s)

**Chem Ind**—Chemical Industries. $5; single numbers 60c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6 (2v:Ja,Jl v64-65;i-r)

Published twice in November; second issue, Buyers Guide Section $2.50

**Chem R**—Chemical Reviews. $9 ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Mount Royal and Guilford Avs, Baltimore 2, Md. (2v:F,Ag v44-45;i-s)

**Chem Soc J**—Journal of the Chemical Society. £6. m The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without v no:i-l)

Supplementary issue number 1 published in 1949

**Civil Eng**—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York 18 (1v:Ja v19; i-r)

**Coal Age**—Coal Age. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v54;i-r)

**Comm & Fin Chr**—Commercial & Financial Chronicle. $35; single numbers Monday ed. 75c, Thursday ed. 30c. s-w William B. Dana Co, 25 Park Pl, New York 8 (2v:Ja,Jl v169-170;i-l)

Annual Review and Outlook issue, January 20 in two sections $1.50

**Communications**—Communications. $2; single numbers 25c. m Bryan Davis Pub. Co. Inc, 52 Vanderbilt Av, New York 17 (1v:Ja v29; i-s)

Name changed to Tele-Vision Engineering, January, 1950

**Comp Air Mag**—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v54; i-r)

**Concrete**—Concrete. $3; single numbers 40c. m Concrete Pub. Corp, Daily News Plaza, 400 W Madison St, Chicago 6 (1v:Ja v57;i-s)

**Constr Methods**—Construction Methods. $2; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v31; i-none)

**Consumers Res Bul**—Consumers' Research Bulletin (Not Confidential). $3; single numbers 30c. m Consumers' Research, Inc, Washington, New Jersey (2v:Ja,Jl v23-24;i-s)

**Credit & Fin Management**—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1309 Noble St, Philadelphia 23, Pa.; 1 Park Av New York 16 (1v:Ja v51;i-s)

**Diesel Power**—Diesel Power and Diesel Transportation. $3; single numbers 35c. m Diesel Publications, Inc, 192 Lexington Av, New York 16 (1v:Ja v27;i-none)

**Dom Eng**—Domestic Engineering. $3; single numbers 30c. m Domestic Engineering Co, 1801 Prairie Av, Chicago 16 (2v:Ja,Jl v173-174;i-none)

**Dun's R**—Dun's Review. $4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York 8 (1v:Ja v57;i-r)

Formerly Dun & Bradstreet Monthly Review

**East Underw**—Eastern Underwriter. $5; single numbers 25c. w Eastern Underwriter Co, 41 Maiden Lane, New York 7 (1v:Ja v50;i-none)

**Econ Geol**—Economic Geology and the Bulletin of the Society of Economic Geologists. $5; single numbers $1. s-q Economic Geology Pub. Co, M. M. Leighton, Business Mgr, Urbana, Ill. (1v:Ja v44;i-s)

**Economist**—Economist. £3; single numbers 1s. w Economist Newspaper, Ltd, 22 Ryder St, St James's, London, S.W. 1 (2v:Ja,Jl v156-157;i-l)

**Ed & Pub**—Editor & Publisher, the Fourth Estate. $5; single numbers 15c. w Editor & Publisher, 1475 Broadway, New York 18 (1v: Ja v82;i-r) Bound in two volumes a year; cost $2.50 each or $5 a year

Additional issue published in January; International Year Book Number, included in annual subscription

**Edison Elec Inst Bul**—Edison Electric Institute Bulletin. $2. m Edison Electric Institute, 420 Lexington Av, New York 17 (1v:Ja v17;i-l)

**Elec Com**—Electrical Communication. $2; single numbers 50c. q International Telephone and Telegraph Corp, 67 Broad St, New York 4 (1v:Mr v26;i-l)

**Elec Eng**—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 500 5th Av, New York 18 (1v:Ja v68;i-l)

**Elec R (Lond)**—Electrical Review. £3 6d; U.S. and Canada $11; single numbers 1s. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v144-145;i-r)

**Elec West**—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 68 Post St, San Francisco 4, Calif. (2v:Ja,Jl v102-103;i-r)

**Elec World**—Electrical World. $6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v131-132;i-r)

Regular issue alternates with a News Edition

75th Anniversary number, May 21, $2.50

**Electrician**—Electrician. 35s; single numbers 8d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v142-143; i-l)

**Electrochem Soc J**—Journal of Electrochemical Society. $10; single numbers $1. m American Electrochemical Society, 235 W. 102d St, New York 25 (2v:Ja,Jl v95-96;i-s)

Preprints replaced by Journal (monthly) January 1948

**Electronics**—Electronics. $6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v22;i-s)

Price of Directory issue $2

**Eng & Min J**—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v150;i-s)

**Eng Educ.** See J Eng Educ

**Eng N**—Engineering News-Record $6; single numbers 35c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (2v:Ja,Jl v142-143; i-r)

Regular issue alternates with a News Edition

**Engineer**—Engineer. £4 10s; Canadian subs £4 5s; single numbers 1s 9d. w Engineer, 28, Essex St, Strand, London, W.C. 2 (2v:Ja,Jl v187-188;i-l)

**Engineering**—Engineering. £4 10s; Canadian subs £4 5s; single numbers 1s 6d. w Engineering, Ltd, 35 and 36 Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v167-168;i-r)

**Explosives Eng**—The Explosives Engineer. $1.50; single numbers 30c. bi-m Explosives Engineer, Delaware Trust Bldg, Wilmington 99, Delaware (1v:Ja v27;i-l)

**Factory Management**—Factory Management and Maintenance. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v107;i-r)

**Fed Res Bul**—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington 25, D.C. (1v:Ja v35;i-s)

**Food Ind**—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v21;i-s)

**For Comm W**—Foreign Commerce Weekly. Issued by U.S. Department of Commerce. $9; single numbers 20c. w Superintendent of Documents, Washington 25, D.C. (4v: 13 issues in each v34-37;i-none)

**Fortune**—Fortune. $12.50; single numbers $1.25. m Time, Inc, 540 North Michigan Av, Chicago 11 (2v:Ja,Jl v39-40;i-r)

**Foundry**—Foundry. $3; single numbers 35c. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v77;i-r)

**Franklin Inst J**—Journal of the Franklin Institute. $8; single numbers $1. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia 3 (2v:Ja,Jl v247-248;i-s)

**Gas Age**—Gas Age combining Natural Gas, Gas Age, Gas Record. $4; single numbers 25c. bi-w Moore Pub. Co, Inc, 9 E 38th St, New York 16 (2v:Ja,Jl v103-104;i-r)

**Gen Elec R**—General Electric Review. $4; single numbers 40c. m General Electric Co, 1 River Road, Schenectady 5, N.Y. (1v:Ja v52;i-l)

**Geol Soc Bul**—Bulletin of the Geological Society of America. $15. m Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27 (1v:Ja v60;i-s)

**Geol Soc Proc**—Proceedings volume of Geological Society of America for 1948. Geological Society of America, H. R. Aldrich, sec, 419 W 117th St, New York 27

Indexed in 1950

**Glass Ind**—Glass Industry. $3.50; single numbers 35c. m Ogden Pub. Co, 55 W 42d St, New York 18 (1v:Ja v30;i-s)

**Harvard Bsns R**—Harvard Business Review. $6; single numbers $1.50. bi-m Harvard Business Review, Soldiers Field, Boston 63 (1v: Ja v27;i-s)

Changed from quarterly to bi-monthly beginning January 1948

**Heat & Ven**—Heating and Ventilating. $3; single numbers 30c. m Industrial Press, 148 Lafayette St, New York 13 (1v:Ja v46;i-none)

**Heating-Piping**—Heating. Piping and Air Conditioning. $3; single numbers 35c. m Keeney Pub. Co, 6 N Michigan Av, Chicago 2 (1v:Ja v21;i-r)

Includes American Society of Heating and Ventilating Engineers Journal section

Directory and show number January, $1.50

**Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

**Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiments Station. Circular. irr Univ. of Ill, Urbana

**Illum Eng**—Illuminating Engineering including Transactions of the Illuminating Engineering Society. $10; single numbers $1.50. m Illuminating Engineering Society, 51 Madison Av, New York 10 (1v:Ja v44;i-l)
Published every month beginning January, 1949

**Ind & Eng Chem**—Industrial and Engineering Chemistry. $5; single numbers 75c. m American Chemical Society, 1155 16th St, N.W, Washington 6, D.C. (1v:Ja v41;i-s)

**Ind & Eng Chem Anal ed.** See Anal Chem

**Ind Marketing**—Industrial Marketing. $3; single numbers 25c. m (s-m during S) Advertising Publications, Inc, 100 East Ohio St, Chicago 11 (1v:Ja v34;i-none)
September 15th issue not sold separately

**Ind Med**—Industrial Medicine. $6; single numbers 75c. m Industrial Medicine Pub. Co, 605 North Michigan Av, Chicago 11 (1v:Ja v18;i-s)

**Ind Stand**—Industrial Standardization. $4; single numbers 35c. m American Standards Association, 70 E 45th St, New York 17 (1v:Ja v19;i-l)
Published bi-monthly from November 1947 to June 1948
Name changed to Standardization beginning January, 1949

**Index**—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v29;i-s)
Suspended publication with the Winter 1948 number

**India Rubber World**—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 386 4th Av, New York 16 (2v:Ap,O v120-121;i-s)

**Inland Ptr**—Inland Printer. $4; single numbers 40c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6; 522 5th Av, New York 18 (2v:Ap,O v123-124;i-none)

**Inst E E J.** See Inst E E Proc

**Inst E E Proc**—Proceedings of the Institution of Electrical Engineers. £3 13s 6d; single numbers pt 1 6s; pt 2 7s 6d; pt 3 7s 6d. The Institution, Savoy Place, Victoria Embankment, London, W.C. 2 (1v:Ja v96;i-l)
Published in 3 parts: pt 1, General, bi-m (Ja); pt 2, Power Engineering, bi-m (F); pt 3, Radio and Communication Engineering, bi-m (Ja)

**Inst Mech Eng J & Proc**—Institution of Mechanical Engineers. Journal and Proceedings. Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1

**Inst Pet J**—Journal of the Institute of Petroleum. £3 13s 6d; single numbers 7s 6d. m Institute of Petroleum, 26 Portland Pl, London, W. 1 (1v:Ja v35;i-s)
Formerly Journal of the Institution of Petroleum Technologists

**Inst Radio Eng Proc**—Proceedings of the Institute of Radio Engineers (Including the Waves and Electrons Section) $18; single numbers $2.25. m Institute of Radio Engineers, Inc, 1 East 79th St, New York 21 (1v:Ja v37;i-s)

**Instruments**—Instruments, the Magazine of Measurement and Control. $3. m Instruments Pub. Co. Inc, 921 Ridge Av, Pittsburgh 12 (1v:Ja v22;i-s)

**Int Labour R**—International Labour Review. $5; single numbers 50c. m International Labour Office, 1825 Jefferson Pl, Washington 6, D.C. (2v:Ja,Jl v59-60;i-s)

**Iron Age**—Iron Age. $8; single numbers 35c. w Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia 39; 100 E 42d St, New York 17 (2v:Ja,Jl v163-164;i-r)

**Iron & Steel Eng**—Iron and Steel Engineer. $7.50; single numbers $1.50. m Association of Iron and Steel Engineers, 1010 Empire Bldg, Pittsburgh 22 (1v:Ja v26;i-s)

**Iron & Steel Inst J**—Journal of the Iron and Steel Institute. £5; single numbers 10s. m Iron and Steel Institute, 4, Grosvenor Gardens, London, S.W. 1 (3v:Ja,My,S v161-163; i-r)
Changed to a monthly with volume 155 January, 1947
Semi-annual volume 153 no 1, 1946 (delayed in publication), is indexed in 1948 annual. Volume 154, 1946, no 2, indexed in this volume

**J Account**—Journal of Accountancy. $6; single numbers 60c. m American Institute Pub. Co, Inc, 270 Madison Av, New York 16 (2v:Ja,Jl v87-88; i-s)

**J Aeronautical Sci**—Journal of the Aeronautical Sciences. $12; single numbers $1.50. m Institute of the Aeronautical Sciences, Inc, 2 E 64th St, New York 21 (1v:Ja v16;i-s)
Review section now published as Aeronautical Engineering Review

**J Ap Phys**—Journal of Applied Physics. $9; single numbers $1. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v20;i-s)
$7 to members and associate members of the American Institute of Physics

**J Bsns**—Journal of Business of the University of Chicago. $6; single numbers $1.50. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v22;i-s)

**J Chem Educ**—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v26;i-s)

**J Chem Phys**—Journal of Chemical Physics. $15; single numbers $1.25. m American Institute of Physics, 57 E 55th St, New York 22 (1v:Ja v17;i-s)

**J Doc**—Journal of Documentation. 25s or $6; single numbers 7s 6d or $1.75. q Association of Special Libraries and Information Bureaux, 52 Bloomsbury St, London, W.C. 1 (1v:Je v5; i-l)

**J Eng Educ**—Journal of Engineering Education. $4; single numbers 75c. m except (Jl and Ag) American Society for Engineering Education, A. B. Bronwell, Sec, Northwestern University, Evanston, Ill. (1v:S v40;i-s)

**J Fr Inst.** See Franklin Inst J

**J Ind Hygiene**—The Journal of Industrial Hygiene and Toxicology. $8; single numbers $1.50. bi-m Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore 2, Md. (1v:Ja v31; i-l)

**J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. $5; single numbers $1.50. q University of Wisconsin, Madison 6, Wis. (1v:F v24;i-l)
Name changed to Land Economics beginning February, 1948

**J Marketing**—The Journal of Marketing. $4. q Robert N. King, Business manager, 383 Madison Av, New York 17 (1v:Jl v14;i-l)
Publication of the American Marketing Association

**J Metals**—Journal of Metals. $8; single numbers 75c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v1;i-l)
Special issues $1.50
Formerly Metals Technology; name changed January, 1949

**J Phys & Colloid Chem**—The Journal of Physical and Colloid Chemistry. $10; single numbers $1.75. m except (Jl, Ag and S) Williams & Wilkins Co, Mt. Royal & Guilford Avs, Baltimore 2, Md. (1v:Ja v53;i-s)
Changed from bi-monthly to monthly beginning January, 1948

**J Res Nat Bur Stand**—Journal of Research of the National Bureau of Standards. $4.50. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v42-43;i-s)

**J Retailing**—Journal of Retailing. $2; single numbers 60c. q New York University School of Retailing, 100 Washington Square, New York 3 (1v:F v25;i-r)
Index published every two years

**J Sci Instr**—Journal of Scientific Instruments and of Physics in Industry. £2 10s ($10 in U.S.); single numbers 5s ($1 in U.S.). m Institute of Physics, 47 Belgrave Square, London, S.W.1 (1v:Ja v26;i-l)

**Land Econ**—Land Economics. $5; single numbers $1.50. q University of Wisconsin, Madison 6, Wis. (1v:F v25;i-s)
Formerly Journal of Land and Public Utility Economics; name changed February 1948

**Life Ins Courant**—Life Insurance Courant. $4; single numbers 50c. m Flitcraft, Inc, 75 Fulton St, New York 7 (1v:Ja v54;i-s)

**Light Metal Age**—Light Metal Age. $3; single numbers 50c. bi-m Roy Fellom, jr, 220 South State St, Chicago 4 (1v:F v7;i-r)

**Mach**—Machinery. $4; single numbers 40c. m Industrial Press, 148 Lafayette St, New York 13 (1v:S v56;i-r)

**Machine Design**—Machine Design. $10; single numbers $1. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v21;i-s)

**Mag of Wall St**—Magazine of Wall Street and Business Analyst. $15; single numbers 75c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York 4 (2v:Ap,O v84-85;i-s)

**Management R**—Management Review. $6; single numbers 60c. m American Management Association, 330 W 42d St, New York 18 (1v:Ja v38;i-s)

**Manuf Rec**—Manufacturers Record. $3; single numbers 35c. m Manufacturers Record Publishing Co, 109 Market Place, Baltimore 3, Md. (1v:Ja v118;i-none)

**Marine Eng**—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v54;i-r)

**Materials & Methods**—Materials and Methods. $2; single numbers 50c. m Reinhold Pub. Corp, 330 W 42d St, New York 18 (2v:Ja,Jl v29-30;i-s)
Formerly Metals and Alloys; name changed October, 1945

**Mech Eng**—Mechanical Engineering. $7; single numbers 75c. m American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v71;i-r)

**Metal Finishing**—Metal Finishing. $4; single numbers 45c. m Finishing Publications, Inc, 11 W 42d St, New York 18 (1v:Ja v47;i-s)
Formerly Metal Industry

**Metal Prog**—Metal Progress. $7.50; single numbers $1.50. m American Society for Metals, 7301 Euclid Av, Cleveland 3, O. (2v:Ja,Jl v55-56;i-s)

**Metallurgia**—Metallurgia, the British Journal of Metals. 24s; single numbers 2s. m Kennedy Press, Ltd, 31 King Street West, Manchester, 3 (2v:My,N v40-41;i-l)

**Metals Tech**—Metals Technology. $6; single numbers $1.25. s-q American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v15;i-none)
Name changed to Journal of Metals January, 1949

**Midwest Eng**—Midwest Engineer. $3; single numbers 35c. m (except Je, Jl and Ag) Western Society of Engineers, 84 E. Randolph st, Chicago 1 (1v:S v2;i-none)
Formerly Journal of the Western Society of Engineers; name changed September, 1948
Year Book published as part 2 of March issue

**Mill & Factory**—Mill & Factory. $5; single numbers 50c. m Conover-Mast Publications, Inc, 205 E 42d St, New York 17 (2v:Ja,Jl v44-45;i-none)

**Min & Met**—Mining and Metallurgy. $4; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v29;i-l)
Name changed to Mining Engineering beginning January, 1949

**Min Cong J**—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, 1102 Ring Bldg, Washington 6, D.C. (1v:Ja v35;i-r)

**Min Eng**—Mining Engineering. $8; single numbers 75c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v1;i-l)
Formerly Mining and Metallurgy; name changed January, 1949
Special issues $1.50

**Mo Labor R**—Monthly Labor Review. $4.50; single numbers 40c. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v68-69;i-l)
Free to labor departments and bureaus and other offices connected with the administration of labor laws

**Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo. Rolla

**Mod Ind**—Modern Industry. $4; single numbers 50c. m Magazines of Industry, Inc, 347 Madison Av, New York 17 (2v:Ja,Jl v17-18;i-none)

**Mod Packaging**—Modern Packaging. $5; single numbers 75c. m Modern Packaging Corp, 122 E 42d St, New York 17 (1v:S v23;i-l)

**Mod Plastics**—Modern Plastics. $5; single numbers 75c. m Modern Plastics Inc, 122 E 42d St, New York 17 (1v:S v27;i-l)
Formerly Plastic Products

**N A C A Bul**—N.A.C.A. Bulletin. $10 s-m National Association of Cost Accountants, 385 Madison Av, New York 17 (1v:S v31;i-r)
Changed to monthly beginning with September issue

**N Y Pub Lib Bul**—New York Public Library. Bulletin. $3; single numbers 25c. m New York Public Library, 5th Av & 42d St, New York 18 (1v:Ja v53;i-s)
Bibliographies of interest to special libraries are indexed

**Nat City Bank**—National City Bank of New York. m 55 Wall St, New York 15 (without v no;i-none)

**Nat Pet N**—National Petroleum News. $5; single numbers 20c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13, O. (1v:Ja v41;i-none)
Monthly technical section beginning July 29, 1942, published separately as pt 2 of the regular issue with subtitle Refinery Management and Petroleum Chemical Technology thru August, 1946; name changed to Petroleum Processing, September, 1946

**Nat Res Council Bul**—National Research Council Bulletin. irr National Research Council, 2101 Constitution Av, Washington 25, D.C.
Individual numbers variously priced. Price-list sent on request

**Nat Safety N**—National Safety News. $7.50; single numbers 75c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago 6 (2v:Ja,Jl v59-60;i-r)

**Nat Underw**—National Underwriter. $5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v53;i-none)

**Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. $5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v53;i-none)

**Oil & Gas J**—Oil and Gas Journal. $3; single numbers 50c. w Petroleum Pub. Co, 211 South Cheyenne St, Tulsa 1, Oklahoma (1v:My v48;i-r)

**Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. $5; single numbers 25c. w Schnell Pub. Co, Inc, 59 John St, New York 7 (2v:Ja,Jl v155-156;i-r)
January 31, section 2 is Annual review issue

**Opt Soc Am J**—Journal of the Optical Society of America. $8.50; single numbers $1. m American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v39;i-s)

**Paint Oil & Chem R**—Paint, Oil and Chemical Review. $3; single numbers 20c. bi-w Trade Review Co, 537 S Dearborn St, Chicago 5 (1v:Ja v112;i-none)

**Paper Ind**—Paper Industry and Paper World. $2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago 5 (1v:Ap v31;i-l)

**Paper Tr J**—Paper Trade Journal. $5; single numbers 15c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York 19 (2v:Ja,Jl v128-129;i-s)

TAPPI section now published as separate Journal. See Tappi

**Personnel**—Personnel. $5; single numbers $1. bi-m American Management Association, 330 W 42d St, New York 18 (1v:Jl v26;i-s)

**Personnel J**—Personnel Journal. $5; single numbers 75c. m (Jl and Ag issues combined) Personnel Journal, Inc, Swarthmore, Pa. (1v: My v28;i-s)

**Pet Eng**—Petroleum Engineer. $3; single numbers 25c. m Petroleum Engineer Pub. Co, Irwin-Keasler Bldg, Dallas 1, Texas (1v:Ja v21;i-l)

Extra number [Ref annual] published July 1

**Pet Processing**—Petroleum Processing. $3; single numbers 35c. m National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13 (1v:Ja v4; i-r)

Formerly monthly technical section of National Petroleum News

**Pet Refiner**—Petroleum Refiner. $2; single numbers 50c. m Gulf Pub. Co, Box 2608, Houston 1, Texas (1v:Ja v28;i-s)

**Phys R**—The Physical Review. Second Series. $25; single numbers $1.25. s-m American Institute of Physics, Inc, 57 E 55th St, New York 22 (2v:Ja,Jl v75-76;i-s)

**Plastics**—Plastics. $2; single numbers 50c. m Vincent Edwards, Inc, 342 Madison Av, New York 17 (1v;Ja v9;i-none)

**Power**—Power. $5; single numbers 65c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v93;i-r)

Extra number published in Mid-June

**Power Generation**—Power Generation and Power Plant Engineering. $10; single numbers $1. m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v53;i-s)

**Power Pl Eng**—Power Plant Engineering. $10; single numbers $1. m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v51; i-s)

Name changed to Power Generation beginning January 1948

**Product Eng**—Product Engineering. $6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v;Ja v20;i-s)

**Ptr Ink**—Printers' Ink. $4; single numbers 25c. w Printers' Ink Pub. Co, Inc, 205 E 42d St, New York 17 (4v:Ja,Ap,Jl,O v226-229;i-none)

**Pub Health Rep**—Public Health Reports. $4; single numbers 10c. w Superintendent of Documents, Washington 25, D.C. (1v:Ja v64;i-r)

Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

**Pub Roads**—Public Roads. 75c; single numbers 15c. q Superintendent of Documents, Washington 25, D.C. (1v [12 nos] S v25 '47;i-none)

Changed to bimonthly beginning with June issue

**Pub Util**—Public Utilities Fortnightly. $15; single numbers $1. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington 4, D.C. (2v:Ja,Jl v43-44;i-s)

**Pub Works**—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York 17 (1v:Ja v80;i-r)

**Pulp & Pa of Can**—Pulp and Paper Magazine of Canada. $10; single numbers $1. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v50;i-s)

Extra convention number published in February

**Q S T**—QST; $4; single numbers 40c. m American Radio Relay League, Inc, 38 La Salle Road, West Hartford 7, Conn. (1v:Ja v33;i-s)

**RCA R**—RCA Review. $2; single numbers 75c. q Radio Corporation of America, RCA Laboratories Division, Princeton, New Jersey (1v: Mr v10;i-s)

**R Econ & Stat**—Review of Economics and Statistics. $6. q Harvard University Press, 322 Littauer Center, Cambridge 38, Mass. (1v: F v31;i-s)

**R Sci Instr**—Review of Scientific Instruments. $7; single numbers $1. m American Institute of Physics, 57 E 55th St, New York 22 (1v: Ja v20;i-s)

$5 to members of scientific societies

**Radio & Tv N**—Radio and Television News. $4; single numbers 35c. m Ziff-Davis Pub. Co, 185 N Wabash Av, Chicago 1 (2v:Ja,Jl v41-42;i-s)

Name changed from Radio News to Radio and Television News beginning August, 1948

**Radio N.** See Radio & Tv N

**Rayon**—Rayon and Synthetic Textiles. $5; single numbers 60c. m Rayon Pub. Corp, 303 Fifth Av, New York 16 (1v:Ja v30;i-s)

Name changed to Rayon and Synthetic Textiles beginning September, 1948

**Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York 52

**Refrig Eng**—Refrigerating Engineering. $4; single numbers 50c. m American Society of Refrigerating Engineers, 40 W 40th St, New York 18 (1v:Ja v57;i-s)

**Review of Economics and Statistics.** See R Econ & Stat

**Roads & Bridges**—Roads and Bridges. $3; $6 in U.S; single numbers 50c; $1 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto 2, Ont. (1v:Ja v87;i-none)

Name changed to Roads and Construction, January, 1950

**Roads & Sts**—Roads and Streets. $5. m Gillette Pub. Co, 22 West Maple St, Chicago 10 (1v: Ja v92;i-none)

**Rock Prod**—Rock Products. $2; single numbers 25c. m Maclean-Hunter Pub. Corp, 309 W Jackson Blvd, Chicago 6 (1v:Ja v52;i-none)

**Rough Notes**—Rough Notes. $2.50; single numbers 25c. m Rough Notes Co, Inc, 1142 N. Meridian St, Indianapolis 6, Ind. (1v:Ja v92;i-s)

**Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £4 13s; single numbers 7s 9d. m Royal Aeronautical Society, 4 Hamilton Place, Piccadilly, London, W. 1 (1v:Ja v53;i-s)

**Rs Mod Phys**—Reviews of Modern Physics. $4; single numbers $1.50. q American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v21;i-s)

**Rubber Age**—Rubber Age. $3; single numbers 35c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York 19 (2v:Ap,O v65-66;i-s)

**Ry Age**—Railway Age. $6; single numbers 50c. w Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (2v:Ja,Jl v126-127;i-r)

Statistical and outlook number, January 8, price $1

**Ry Mech Eng**—Railway Mechanical Engineer with which is incorporated the Railway Electrical Engineer. $3; single numbers 50c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v123;i-r)

**S A E J**—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v57;i-r)

**Safety Eng**—Safety Engineering. $4; single numbers 50c. m Alfred M. Best Co, Inc, 75 Fulton St, New York 7 (2v:Ja,Jl v97-98;i-s)

**J Sci Instr**—Journal of Scientific Instruments and of Physics in Industry. £2 10s ($10 in U.S.); single numbers 5s ($1 in U.S.). m Institute of Physics, 47 Belgrave Square, London, S.W.1 (1v:Ja v26;i-l)

**Land Econ**—Land Economics. $5; single numbers $1.50. q University of Wisconsin, Madison 6, Wis. (1v:F v25;i-s)
Formerly Journal of Land and Public Utility Economics; name changed February 1948

**Life Ins Courant**—Life Insurance Courant. $4; single numbers 50c. m Flitcraft, Inc, 75 Fulton St, New York 7 (1v:Ja v54;i-s)

**Light Metal Age**—Light Metal Age. $3; single numbers 50c. bi-m Roy Fellom, jr, 220 South State St, Chicago 4 (1v:F v7;i-r)

**Mach**—Machinery. $4; single numbers 40c. m Industrial Press, 148 Lafayette St, New York 13 (1v:S v56;i-r)

**Machine Design**—Machine Design. $10; single numbers $1. m Penton Pub. Co, Penton Bldg, Cleveland 13, O. (1v:Ja v21;i-s)

**Mag of Wall St**—Magazine of Wall Street and Business Analyst. $15; single numbers 75c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York 4 (2v:Ap,O v84-85;i-s)

**Management R**—Management Review. $6; single numbers 60c. m American Management Association, 330 W 42d St, New York 18 (1v:Ja v38;i-s)

**Manuf Rec**—Manufacturers Record. $3; single numbers 35c. m Manufacturers Record Publishing Co, 109 Market Place, Baltimore 3, Md. (1v:Ja v118;i-none)

**Marine Eng**—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v54;i-r)

**Materials & Methods**—Materials and Methods. $2; single numbers 50c. m Reinhold Pub. Corp, 330 W 42d St, New York 18 (2v:Ja,Jl v29-30;i-s)
Formerly Metals and Alloys; name changed October, 1945

**Mech Eng**—Mechanical Engineering. $7; single numbers 75c. m American Society of Mechanical Engineers, 29 W 39th St, New York 18 (1v:Ja v71;i-r)

**Metal Finishing**—Metal Finishing. $4; single numbers 45c. m Finishing Publications, Inc, 11 W 42d St, New York 18 (1v:Ja v47;i-s)
Formerly Metal Industry

**Metal Prog**—Metal Progress. $7.50; single numbers $1.50. m American Society for Metals, 7301 Euclid Av, Cleveland 3, O. (2v:Ja,Jl v55-56;i-s)

**Metallurgia**—Metallurgia, the British Journal of Metals. 24s; single numbers 2s. m Kennedy Press, Ltd, 31 King Street West, Manchester, 3 (2v:My,N v40-41;i-l)

**Metals Tech**—Metals Technology. $6; single numbers $1.25. s-q American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v15;i-none)
Name changed to Journal of Metals January, 1949

**Midwest Eng**—Midwest Engineer. $3; single numbers 35c. m (except Je, Jl and Ag) Western Society of Engineers, 84 E. Randolph st, Chicago 1 (1v:S v2;i-none)
Formerly Journal of the Western Society of Engineers; name changed September, 1948
Year Book published as part 2 of March issue

**Mill & Factory**—Mill & Factory. $5; single numbers 50c. m Conover-Mast Publications, Inc, 205 E 42d St, New York 17 (2v:Ja,Jl v44-45;i-none)

**Min & Met**—Mining and Metallurgy. $4; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v29;i-l)
Name changed to Mining Engineering beginning January, 1949

**Min Cong J**—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, 1102 Ring Bldg, Washington 6, D.C. (1v:Ja v35;i-r)

**Min Eng**—Mining Engineering. $8; single numbers 75c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v1;i-l)
Formerly Mining and Metallurgy; name changed January, 1949
Special issues $1.50

**Mo Labor R**—Monthly Labor Review. $4.50; single numbers 40c. m Superintendent of Documents, Washington 25, D.C. (2v:Ja,Jl v68-69;i-l)
Free to labor departments and bureaus and other offices connected with the administration of labor laws

**Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo. Rolla

**Mod Ind**—Modern Industry. $4; single numbers 50c. m Magazines of Industry, Inc, 347 Madison Av, New York 17 (2v:Ja,Jl v17-18;i-none)

**Mod Packaging**—Modern Packaging. $5; single numbers 75c. m Modern Packaging Corp, 122 E 42d St, New York 17 (1v:S v23;i-l)

**Mod Plastics**—Modern Plastics. $5; single numbers 75c. m Modern Plastics Inc, 122 E 42d St, New York 17 (1v:S v27;i-l)
Formerly Plastic Products

**N A C A Bul**—N.A.C.A. Bulletin. $10 s-m National Association of Cost Accountants, 385 Madison Av, New York 17 (1v:S v31;i-r)
Changed to monthly beginning with September issue

**N Y Pub Lib Bul**—New York Public Library. Bulletin. $3; single numbers 25c. m New York Public Library, 5th Av & 42d St, New York 18 (1v:Ja v53;i-s)
Bibliographies of interest to special libraries are indexed

**Nat City Bank**—National City Bank of New York. m 55 Wall St, New York 15 (without v no;i-none)

**Nat Pet N**—National Petroleum News. $5; single numbers 20c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13, O. (1v:Ja v41;i-none)
Monthly technical section beginning July 29, 1942, published separately as pt 2 of the regular issue with subtitle Refinery Management and Petroleum Chemical Technology thru August, 1946; name changed to Petroleum Processing, September, 1946

**Nat Res Council Bul**—National Research Council Bulletin. irr National Research Council, 2101 Constitution Av, Washington 25, D.C.
Individual numbers variously priced. Pricelist sent on request

**Nat Safety N**—National Safety News. $7.50; single numbers 75c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago 6 (2v:Ja,Jl v59-60;i-r)

**Nat Underw**—National Underwriter. $5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v53;i-none)

**Nat Underw (Life ed)**—National Underwriter Life Insurance Edition. $5; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v53;i-none)

**Oil & Gas J**—Oil and Gas Journal. $3; single numbers 50c. w Petroleum Pub. Co, 211 South Cheyenne St, Tulsa 1, Oklahoma (1v:My v48;i-r)

**Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. $5; single numbers 25c. w Schnell Pub. Co. Inc, 59 John St, New York 7 (2v:Ja,Jl v155-156;i-r)
January 31, section 2 is Annual review issue

**Opt Soc Am J**—Journal of the Optical Society of America. $8.50; single numbers $1. m American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v39;i-s)

**Paint Oil & Chem R**—Paint, Oil and Chemical Review. $3; single numbers 20c. bi-w Trade Review Co, 537 S Dearborn St, Chicago 5 (1v:Ja v112;i-none)

**Paper Ind**—Paper Industry and Paper World. $2. m Fritz Publications, Inc, 59 E. Van Buren St, Chicago 5 (1v:Ap v31;i-l)

**Paper Tr J**—Paper Trade Journal. $5; single numbers 15c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York 19 (2v:Ja,Jl v128-129;i-s)
TAPPI section now published as separate Journal. See Tappi

**Personnel**—Personnel. $5; single numbers $1. bi-m American Management Association, 330 W 42d St, New York 18 (1v:Jl v26;i-s)

**Personnel J**—Personnel Journal. $5; single numbers 75c. m (Jl and Ag issues combined) Personnel Journal, Inc, Swarthmore, Pa. (1v: My v28;i-s)

**Pet Eng**—Petroleum Engineer. $3; single numbers 25c. m Petroleum Engineer Pub. Co, Irwin-Keasler Bldg, Dallas 1, Texas (1v:Ja v21;i-l)
Extra number [Ref annual] published July 1

**Pet Processing**—Petroleum Processing. $3; single numbers 35c. m National Petroleum Pub. Co, 1213 W 3d St, Cleveland 13 (1v:Ja v4; i-r)
Formerly monthly technical section of National Petroleum News

**Pet Refiner**—Petroleum Refiner. $2; single numbers 50c. m Gulf Pub. Co, Box 2608, Houston 1, Texas (1v:Ja v28;i-s)

**Phys R**—The Physical Review. Second Series. $25; single numbers $1.25. s-m American Institute of Physics, Inc, 57 E 55th St, New York 22 (2v:Ja,Jl v75-76;i-s)

**Plastics**—Plastics. $2; single numbers 50c. m Vincent Edwards, Inc, 342 Madison Av, New York 17 (1v;Ja v9;i-none)

**Power**—Power. $5; single numbers 65c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v:Ja v93;i-r)
Extra number published in Mid-June

**Power Generation**—Power Generation and Power Plant Engineering. $10; single numbers $1. m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v53;i-s)

**Power Pl Eng**—Power Plant Engineering. $10; single numbers $1. m Technical Pub. Co, 53 West Jackson Blvd, Chicago 4 (1v:Ja v51; i-s)
Name changed to Power Generation beginning January 1948

**Product Eng**—Product Engineering. $6; single numbers 75c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York 18 (1v;Ja v20;i-s)

**Ptr Ink**—Printers' Ink. $4; single numbers 25c. w Printers' Ink Pub. Co, Inc, 205 E 42d St, New York 17 (4v:Ja,Ap,Jl,O v226-229;i-none)

**Pub Health Rep**—Public Health Reports. $4; single numbers 10c. w Superintendent of Documents, Washington 25, D.C. (1v:Ja v64;i-r)
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

**Pub Roads**—Public Roads. 75c; single numbers 15c. q Superintendent of Documents, Washington 25, D.C. (1v [12 nos] S v25 '47;i-none)
Changed to bimonthly beginning with June issue

**Pub Util**—Public Utilities Fortnightly. $15; single numbers $1. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington 4, D.C. (2v:Ja,Jl v43-44;i-s)

**Pub Works**—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York 17 (1v:Ja v80;i-r)

**Pulp & Pa of Can**—Pulp and Paper Magazine of Canada. $10; single numbers $1. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v50;i-s)
Extra convention number published in February

**Q S T**—QST; $4; single numbers 40c. m American Radio Relay League, Inc, 38 La Salle Road, West Hartford 7, Conn. (1v:Ja v33;i-s)

**RCA R**—RCA Review. $2; single numbers 75c. q Radio Corporation of America, RCA Laboratories Division, Princeton, New Jersey (1v: Mr v10;i-s)

**R Econ & Stat**—Review of Economics and Statistics. $6. q Harvard University Press, 322 Littauer Center, Cambridge 38, Mass. (1v: F v31;i-s)

**R Sci Instr**—Review of Scientific Instruments. $7; single numbers $1. m American Institute of Physics, 57 E 55th St, New York 22 (1v: Ja v20;i-s)
$5 to members of scientific societies

**Radio & Tv N**—Radio and Television News. $4; single numbers 35c. m Ziff-Davis Pub. Co, 185 N Wabash Av, Chicago 1 (2v:Ja,Jl v41-42;i-s)
Name changed from Radio News to Radio and Television News beginning August, 1948

**Radio N.** See Radio & Tv N

**Rayon**—Rayon and Synthetic Textiles. $5; single numbers 60c. m Rayon Pub. Corp, 303 Fifth Av, New York 16 (1v:Ja v30;i-s)
Name changed to Rayon and Synthetic Textiles beginning September, 1948

**Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York 52

**Refrig Eng**—Refrigerating Engineering. $4; single numbers 50c. m American Society of Refrigerating Engineers, 40 W 40th St, New York 18 (1v:Ja v57;i-s)

**Review of Economics and Statistics.** See R Econ & Stat

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**Rough Notes**—Rough Notes. $2.50; single numbers 25c. m Rough Notes Co, Inc, 1142 N. Meridian St, Indianapolis 6, Ind. (1v:Ja v92;i-s)

**Roy Aeronautical Soc J**—Journal of the Royal Aeronautical Society. £4 13s; single numbers 7s 9d. m Royal Aeronautical Society, 4 Hamilton Place, Piccadilly, London, W. 1 (1v:Ja v53;i-s)

**Rs Mod Phys**—Reviews of Modern Physics. $4; single numbers $1.50. q American Institute of Physics, Inc, 57 E 55th St, New York 22 (1v:Ja v21;i-s)

**Rubber Age**—Rubber Age. $3; single numbers 35c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York 19 (2v:Ap,O v65-66;i-s)

**Ry Age**—Railway Age. $6; single numbers 50c. w Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (2v:Ja,Jl v126-127;i-r)
Statistical and outlook number, January 8, price $1

**Ry Mech Eng**—Railway Mechanical Engineer with which is incorporated the Railway Electrical Engineer. $3; single numbers 50c. m Simmons-Boardman Pub. Corp, 30 Church St, New York 7 (1v:Ja v123;i-r)

**S A E J**—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York 18 (1v:Ja v57;i-r)

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**Sci Am**—Scientific American. $5; single numbers 50c. m Scientific American, Inc, 24 W 40th St, New York 18 (2v:Ja,Jl v180-181;i-s)

**Science**—Science. $7.50; single numbers 25c. w American Association for the Advancement of Science, 1515 Massachusetts Av, N.W., Washington 5, D.C. (2v:Ja,Jl v109-110;i-l)

**Sewage Works J**—Sewage Works Journal. $5; single numbers $1. bi-m Federation of Sewage Works Associations, 325 Illinois Bldg, Champaign, Ill. (1v:Ja v21;i-s)
Name changed to Sewage and Industrial Wastes, January, 1950

**Sheet Metal Worker**—Sheet Metal Worker. $3; single numbers 25c. m Edwin A. Scott Pub. Co, 45 W 45th St, New York 19 (1v:Ja v40; i-s)

**Soap & San Chem**—Soap and Sanitary Chemicals. $4. m MacNair-Dorland Co, Inc, 254 W 31st St, New York 1 (1v:Ja v25)
Annual index appears in Soap Blue Book which is sent to all subscribers

**Soc Chem Ind J**—Journal of the Society of Chemical Industry. £2 5s; single numbers 4s. m Society of Chemical Industry, 56 Victoria St, London, S.W. 1 (1v:Ja v68;i-s)

**Soc Dyers & Col J**—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v65;i-l)

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**Soc Motion Picture Eng J**—Journal of the Society of Motion Picture Engineers, $12.50; single numbers $1.50. m Society of Motion Picture Engineers, 342 Madison Av, New York 17 (2v:Ja,Jl v52-53;i-l)

**Society of Automotive Engineers Journal.** See S A E J

**Special Lib**—Special Libraries. $7; single numbers 75c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York 3 (1v:Ja v40;i-l)

**Spectator (Life ed)**—Spectator; Life Insurance in Action. $3; m Chilton Co, Inc, Chestnut & 56th Sts, Philadelphia 39 (1v:Jl v157;i-s)

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**Standardization**—Standardization. $4; single numbers 35c. m American Standards Association, 70 E 45th St, New York 17 (1v:Ja v20;i-l)
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**Steel**—Steel. $10; single numbers 35c. w Penton Pub. Co, Penton Bldg, Cleveland 13, O. (2v: Ja,Jl v124-125;i-r)

**Survey of Cur Bsns**—Survey of Current Business. U.S. Bureau of Foreign and Domestic Commerce, Division of Business Review. $3; single numbers 25c. m Superintendent of Documents, Washington 25, D.C. (1v:Ja v29; i-none)

**Tappi**—Tappi. $7.50; single numbers $1. m Technical Association of the Pulp and Paper Industry, 122 E 42d St, New York 17 (1v:Ja v32;i-none)

**Tech R**—Technology Review. $3.50; single numbers 50c. m except (Ag, S, O) Massachusetts Institute of Technology, room 1-281, Cambridge 39, Mass. (1v:N v52;i-r)

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**Textile Col**—Textile Colorist and Converter. $5. m Howes Pub. Co, 1 Madison Av, New York 10 (1v:Ja v70;i-s)
Merged with American Dyestuff Reporter January 10, 1949

**Textile Inst J**—Journal of the Textile Institute. £3 10s; single numbers 6s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v40;i-l)
Published in two parts: Transactions; Proceedings, Standardisation and Abstracts

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**Tool Eng**—Tool Engineer. $6. m American Society of Tool Engineers, 10700 Puritan Av, Detroit 21 (2v:Ja,Jl v22-23;i-s)

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**U S Agric**—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions on technical subjects are indexed

**U S Bur For & Dom Com Economic Ser**—U.S. • Bureau of Foreign and Domestic Commerce, Washington, D.C.

**U S Bur Labor Statistics Bul**—United States Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

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**U S Nat Bur Stand**—United States. National ‡ Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

**U S Naval Inst Proc**—United States Naval Institute Proceedings. $5; single numbers 50c. m United States Naval Institute, Annapolis, Md. (1v:Ja v75;i-r)

**U S Women's Bur Bul**—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

**Water & Sewage**—Water and Sewage. $3; $6 in U.S; single numbers 50c; $1 in U.S. m Monetary Times Printing Co. of Canada, Ltd, 341 Church St. Toronto 2, Ont. (1v:Ja v87;i-none)

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**Weekly Underw**—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 116 John St, New York 7 (2v:Ja,Jl v160-161;i-l)

**Welding J**—Welding Journal. $5; single numbers 75c. m American Welding Society, 33 W 39th St, New York 18 (1v:Ja v28;i-s)

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**Westinghouse Eng**—Westinghouse Engineer. $2; single numbers 35c. bi-m Westinghouse Engineer, 306 Fourth Av, P.O. Box 1017, Pittsburgh 30, Pa. (1v:Ja v9;i-r)

**Wireless Eng**—Wireless Engineer. £1 12s; U.S. and Canada $5.50; single numbers 2s 6d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v26;1-s)

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Two issues February and July; second issues $1 each

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# Key to General Abbreviations

| | |
|---|---|
| + | continued on later pages of the issue |
| abr | abridged |
| Ag | August |
| Ap | April |
| arch | architect |
| bibliog | bibliography |
| comp | compiled or compiler |
| cond | condensed |
| cont | continued |
| D | December |
| diag | diagram |
| ed | edited or edition or editor |
| F | February |
| i | index |
| il | illustrations |
| inc | incorporated |
| Ja | January |
| Je | June |
| Jl | July |
| Mr | March |
| My | May |
| n s | new series |
| N | November |
| no | number |
| O | October |
| p | page |
| pl | plate |
| por | portrait |
| pseud | pseudonym |
| pt | part |
| rev | revised |
| S | September |
| sup | supplement |
| tr | translated or translation or translator |
| v | volume |
| yrbk | yearbook |

Sample entry: Hydrogen peroxide; structural materials, manufacture and uses. J. S. Reichert and R. H. Pete. il Chem Eng 54:213-14+ Ap '47

Explanation: An illustrated article with the title given above will be found in Chemical Engineering, volume 54, pages 213 to 214 (continued on later pages of the same issue) the April 1947 number

# Industrial Arts Index

## A Cumulative Subject Index to Engineering, Trade and Business Periodicals

## 1949

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Employers' liability
Explosions
Factory inspection
First aid in illness and injury
Mine accidents
Safety devices and measures
Workmen's compensation

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Bank accounting
Billing
Budget, Business
Consolidated statements
Cost accounting
Depletion
Depreciation
Financial ratios
Financial statements
Foundry accounting
Government accounting
Income statements
Mine accounting
Obsolescence
Punched card system
Reserves
Surplus
Time keeping
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Airports
Bookbinding
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*See also*
Absorption
Chromatography

**ADSORPTION, Heat of**

Adsorption of helium on carbon black at liquid helium temperatures. W. D. Schaeffer, W. R. Smith and C. B. Wendell. bibliog diag Am Chem Soc J 71:863-7 Mr '49

Heats of adsorption and relative adsorbability of some gaseous hydrocarbons; silica gel and carbon black adsorbents. W. R. Smith and R. A. Beebe. bibliog diag Ind & Eng Chem 41:1431-5 Jl '49

Statistical mechanics of adsorption; thermodynamics and heat of adsorption. T. L. Hill. bibliog J Chem Phys 17:520-35 Je '49

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Liquid metering system for small rates of flow. S. Hill. il diag J Sci Instr 26:138-9 Ap '49

**ADULT education.** See Education of adults

**ADVERTISEMENTS**

Bob Gage gives ingredients of successful ads. J. L. Collings. Ed & Pub 82:24 Jl 9 '49

Penalty of leadership; reprint of famous Cadillac advertisement. Sales Management 62:44-5 My 20 '49

What's new in art, typography and layout; current examples with comment. C. Coiner. Published in monthly numbers of Advertising agency

*See also*
Calendars

### Books and booklets

Do unselfish promotions pay? Majestic says yes! Majestic co. booklet on outdoor fireplaces. il Sales Management 62:108-9 Je 15 '49

Inland tackles two problems with booklet. il Ind Marketing 34:49 Ja '49

Send for free booklet! P. Henry. il Adv Agency 42:64+ Jl '49

Small ads, how-to booklet and follow-up; a winning formula; Majestic outdoor fireplace parts. C. J. Swan. il Ptr Ink 228:32-3 Ag 19 '49

This manufacturer persuades store salesmen to trade up; Johnston & Murphy shoes. G. H. Daly. il Ptr Ink 225:30-2+ D 3 '48

You have to merchandise your printed matter. K. F. Kirchhofer. il Ind Marketing 34:44+ Ag '49

### Brochures

Brochure that missed the mail; Royal Metal beauty parlor furniture advertisement delivered by jobbers' salesmen. A. L. Goldblatt. il Sales Management 63:54+ S 15 '49

### Coupons

Copy that clicked; Lane Bryant catalog offer. R. Manville. il Ptr Ink 226:43 F 25 '49

How to key your ads without increasing production costs. J. C. Stephan. Ptr Ink 226:28-9+ Ja 14 '49

2,000 inquiries from one black-and-white half page; mail order technique of long copy and coupon used to sell Sheppard Diesels. F. A. Kummer. il Ptr Ink 225:28 D 31 '48

What the consumer wants and will pay for can be determined by couponed mail-order ads. M. Higley. il Ptr Ink 227:38-40 Ap 15 '49

### Design

Furniture designer turns ad-man. C. J. Swan. il Ptr Ink 226:36-7 F 18 '49

How art can give your advertising positive identification and greater impact. E. C. Allen. il Ptr Ink 225:43-5 N 19 '48

### Inserts

Effective distribution of technical literature through advertising wins edge over competition; Tube Turns welding fittings and flanges. G. Wedereit. il Ptr Ink 228:32-4 Jl 15 '49

Nordstrom Valves sticks to one idea for 15 years, gets results. W. A. Marsteller. il Ind Marketing 33:38-9 N '48

### Keying

How to key your ads without increasing production costs. J. C. Stephan. Ptr Ink 226:28-9+ Ja 14 '49

Systematic method for keeping track of inquiries; Standard Conveyor plan shows volume of sales they produce. I. M. Carlson. il Ptr Ink 228:25-7 S '49

### Layout

Evolution of a layout. il Inland Ptr 122:52-3 Mr '49

How to use readership reports constructively. M. Wiseman. il Adv Agency 42:63+ Jl '49

## ADVERTISEMENTS—Layout—*Continued*

Layout of post card. G. J. Church. il Inland Ptr 122:70 O '48

Which comes first, copy or layout? H. Foote. Adv & Sell 42:54 F '49

### Longevity

Tale of 40-year-old ad still doing business. T. S. Irvin. Ed & Pub 82:33 Ja 22 '49

There's a sharp story in ads' delayed power. T. S. Irvin. Ed & Pub 82:38 Ja 22 '49

### Position

All positions are good for ads, studies show. P. W. Burton. Ed & Pub 82:17 Je 4 '49

### Printing

How to control cost and quality in printed advertisements. I. Settel. Adv & Sell 41:104 O; 108a N '48; 42:120 Mr '49

*See also*
Advertisements—
Underprinting

### Rating

Which ad pulled best? Published in weekly numbers of Printers' ink

### Readership

Advertising literature. Ind & Eng Chem 41: 1087 Je '49

ARF readership findings. il Ind Marketing 34: 69-70+ My; 73-4+ Je '49

ARF study dissects business paper reader. J. Ellis. il Ind Marketing 34:33-5 Ap '49

Buick's jingle heads get milady's interest. C. Nelson. il Ed & Pub 81:12 D 11 '48

Business-paper study gives new readership data. T. M. Jones. il Ptr Ink 227:85-7 Ap 8 '49

External publications: humor vs. facts. H. M. Terrell. il Ind Marketing 34:62+ Ja '49

14 ads win high scores in Study 126. Ed & Pub 82:33 Mr 26 '49

High readership scores recorded for Centralia. Ed & Pub 82:39 Ag 20 '49

Houston post sets records in ARF study. Ed & Pub 82:40+ Ap 30 '49

How readers use business papers; a report on Automotive industries. Sales Management 62:50-1 Ap 15 '49

How to get the meat out of Starch reports. R. L. Edsall. Ind Marketing 34:33-5+ My '49

How to use readership reports constructively. M. Wiseman. il Adv Agency 42:79+ My; 66-7+ Je; 63+ Jl; 65-6+ Ag; 66+ S '49

Local ads get high scores in Study 125. Ed & Pub 82:16 F 19 '49

More readable copy gets more readership. C. E. Swanson. Ed & Pub 82:52 Mr 19 '49

Seven ads make high-score list in Study 129. Ed & Pub 82:25 Jl 9 '49

Starch reports best advertisements. il Adv Agency 42:62-3 My; 75 Je; 62 Jl; 63 Ag; 62-3 S '49

10th anniversary finds CSNR well established. S. Rovner. Ed & Pub 82:14 Jl 9; 9+ Jl 23 '49

Using Starch for industrial advertising. H. D. Hadley. il Ind Marketing 34:60-1+ Jl '49

What's the cost of your ad readership? analysis of ARF study. C. Pumpian. il Ind Marketing 34:36-7+ Je '49

### Repetition

How much ad space are you wasting? average housewife ignorant of meaning of symbol UL (Underwriters laboratories). P. W. Burton. Ind Marketing 34:120-1 Ap '49

In world of variety repeat good copy. T. S. Irvin. Ed & Pub 81:54 N 27 '48

One ad, repeated, jumps sales 450 per cent. Ptr Ink 225:51 N 19 '48

One piece of art work, and how it grew; Strutwear sleepwear line. H. Burton. il Ptr Ink 226:34-5 Ja 21 '49

Repeat ads boost inquiries, spur sales for McGill. R. E. Jaqua. il Ind Marketing 34: 68+ S '49

### Reprints

Give your ad reprints a lift; merchandise your advertising to the sales staff. F. R. Hawkins. il Ptr Ink 226:42-3 Mr 25 '49

### Testing

Case history of a constructive ad test. L. Handel. il Ptr Ink 226:32-3 Mr 11 '49

New machine measures visibility of merchandising aids; videometer. Ptr Ink 227: 85 Ap 29 '49

Visioneering, test of eye travel over ad, signs initial clients. il Ptr Ink 226:96 Mr 18 '49

What an agency learned from 1,000 depth interviews; C. J. LaRoche & co. uses impact method to study reactions of women to food advertisements. D. E. Robinson and A. Battam. il Adv & Sell 42:65-7 Ap '49; [cont as] Adv Agency 42:71+ My '49

*See also*
Advertisements—
Readership

### Typography

European types to enrich American advertising. A. R. Hopper. il Ptr Ink 228:44-6 S 23 '49

How to control the "color" of your black and white designs. il Inland Ptr 123:71 Je '49

Serif or sans serif. Ptr Ink 225:40 N 26 '48

Type specimen books helpful to advertisers. Ed & Pub 82:20 Ja 1 '49

Typographic scoreboard, Saturday evening post issues of January 1, 8 and 15, 1949; 101 full-page and two-page advertisements. il Inland Ptr 122:48 F '49

### Underprinting

Delta agency urges low underprint rate. Ed & Pub 81:12 D 25 '48

News space carries underprinted ads; airline's color copy appears beneath stock quotations. S. Rovner. Ed & Pub 81:5 D 11 '48

Post office makes pro-tem rule on underprints. Ed & Pub 82:6 Ja 29 '49

## ADVERTISEMENTS, Classified

About Bureau plan for classified division. T. S. Irvin. Ed & Pub 82:50 Je 4 '49

Association of newspaper classified advertising managers 29th annual convention, Toledo. Ed & Pub 82:5+ Je 25 '49

Classified ads gain steadily for 51 months; Eleanor Perry's work for Cape Cod standard-times. Ed & Pub 82:18 Ag 27 '49

Classified page in color brings 50 per cent premium. Ed & Pub 82:9 Ag 27 '49

Classified text urged to assist realty students. Ed & Pub 82:10 Ja 22 '49

5,430 ad calls handled in day by new system. Ed & Pub 82:20 My 14 '49

Greatly exaggerated? not HT death notices; interview with C. John Crockett, classified advertising manager of New York herald tribune. D. Willens. Ed & Pub 81:26 D 4 '48

Hobbies are business for New York sun. D. Willens. Ed & Pub 81:52 D 18 '48

How to sell 54 pages with a three-in-one bargain. R. E. Goodale. Ed & Pub 82:28 Ja 8 '49

Mississippi Valley classified advertising managers association annual meeting, Chicago, Feb. 19-20. Ed & Pub 82:12 F 26 '49

More emphasis on classified boosts revenue. Ed & Pub 81:26 D 11 '48

More salesmen wanted, more rentals available in 1949; P.I. survey discloses trends in classified advertising. Ptr Ink 226:42 Ja 21 '49

New business drive mapped for classified. S. Rovner. Ed & Pub 82:12 F 5 '49

### Want ads

*See also*
Employment systems
—Advertising aids

## ADVERTISEMENTS, Humorous

Humorous letter draws attention to an unglamorous product; Fansteel. S. J. Kelsey. il Ptr Ink 228:41 S 30 '49

Little humor helps; it's coin of persuasion. T. S. Irvin. Ed & Pub 81:34 D 4 '48

Mr. Joe finds fun in personalized ads. Ed & Pub 82:10 Ag 13 '49

*See also*
Comics (books,
strips, etc.)

## ADVERTISEMENTS, Pictorial

How to use readership reports constructively; choosing illustrations for an advertisement. M. Wiseman. il Adv Agency 42:63+ Jl; 65-6+ Ag '49

## ADVERTISEMENTS, Pictorial—*Continued*

Modern publicity, 1942-48. F. A. Mercer and C. Rosner, eds. 136p $8 Studio publications, 381 Fourth av, New York '48

One piece of art work, and how it grew; Strutwear sleepwear line. H. Burton. il Ptr Ink 226:34-5 Ja 21 '49

Shall it be photograph or painting? R. S. Chenault. il Adv Agency 42:54-5+ Ag '49

### Cartoons

How cartoons sell industrial equipment. R. Aitchison. il Ind Marketing 34:36-8 F '49

L.I.R.R. disarms critics by self-kidding public relations. S. Rovner. Ed & Pub 81:16 D 4 '48

### Comic strip

Comic strip advertising helps in a complicated selling job; Visking corp. advertises skinless sausage. H. E. Green. il Ptr Ink 228:25-7 Ag 26 '49

Five groups will study color ads in comics. G. A. Brandenburg. Ed & Pub 82:16 Je 18 '49

### Exhibitions

Annual exhibition of advertising and editorial art, 28th, sponsored by the Art directors club of New York. Ptr Ink 227:35-7 Ap 15 '49

### Photographs

Good photograph is worth a lot of time and trouble; Combustion engineering co. R. Priest. il Ptr Ink 226:36-8 Ja 28 '49

### Printing

Compton agency perfects engraving refinement to increase effectiveness of advertising art. B. Tolk. Ptr Ink 228:76 Jl 15 '49

New engraving process improves picture reproduction; Transmitted light process. H. A. Mattoon. il Ptr Ink 228:26-7 Jl 29 '49

## ADVERTISEMENTS, Small space

49-line ads use reiteration to dominate full column. il Ptr Ink 227:43 My 13 '49

Get your product-change story across fast with added smaller space; LeBlond machine tool co. S. R. Best. il Ptr Ink 226:77 F 25 '49

## ADVERTISERS

Leading advertisers in 1948 listed for four media; 848 companies invested almost six hundred million dollars in general magazine, farm magazine, magazine section and radio network advertising; tabulations. Ptr Ink 226:38+ Ap 1 '49

## ADVERTISING

Advertising. H. M. Kraner. Am Cer Soc Bul 28:273 Jl 15 '49

Advertising in an adjustment period; a program for action. M. Harper, jr. Adv & Sell 42:35+ Ap '49

Advertising; some paradoxes and parallels. S. Resor. Adv & Sell 42:63-4 Ap '49

Boardwalk course in advertising; Atlantic City's merchants know the fundamentals. W. Weir. Adv & Sell 42:111 Mr '49

Check list for taking inventory of your advertising program. A. H. Edelson. il Ptr Ink 228:29-30 S 16 '49

Paragraphs from panel talks at AAAA meeting in New York. Adv & Sell 41:56-7 D '48

P.I.'s annual summing up; consumers strongly resisted high prices in 1948; expressed fears at ballot box. il Ptr Ink 225:24-5+ D 31 '48

Publicity can be a part of advertising and do a selling job; collecting information is imperative for result-producing copy. W. E. Irish. il Ptr Ink 228:34-5+ S 2 '49

Scotty has switched from a growl to a purr. J. L. Collings. Ed & Pub 82:16 Ja 1 '49

Small budget can yield large results; envelope manufacturer finds advertising pays dividends. R. B. Clark, jr. il Ptr Ink 227:38-9 Je 24 '49

Speaking aditorially of advertising that clicks. T. L. Wheeler, jr. il Am Cer Soc Bul 28:285-90 Ag 15 '49

Story of Binger's wringers; skit at meeting of Association of national advertisers. il Ptr Ink 225:42+ N 26 '48

*See also*

Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Catalogs
Color in advertising
Employment systems—Advertising aids
Government advertising
House organs
Merchandizing
Moving pictures in advertising
Premiums (merchandizing)
Publicity
Radio advertising
Sales letters
Show windows
Skywriting
Slogans
State advertising
Television advertising
Women in advertising

*also* subdivision Advertising under special subjects, e.g.

Anniversaries, Company
Correspondence schools and courses
Gas, Natural
Gas industry
Insurance agents
Motor trucks in freight service
Photographic supplies industry
Products, New
Railroads

### Architects, Appeal to

Architectural firms' buying habits analyzed. R. H. Ganly. il Ptr Ink 226:52+ F 11 '49

Contest can do a double job; Kentile design contest had merchandising and educational value. H. S. Collins. Ptr Ink 228:40+ Jl 1 '49

### College students, Appeal to

College students point way to multi-million sales; Bates Fabrics, Board of college students. L. McCracken. il Ptr Ink 225:40-1 N 19 '48

### Continuity

How often should you advertise? W. B. Rogers. Adv Agency 42:49+ Ag '49

### Cost

Advertising is biggest bargain despite today's higher cost. L. R. Walter. Ind Marketing 33:52+ N '48

Bureau issues cost guide for advertisers. Ed & Pub 82:34 Ap 2 '49

How to cut your type costs. I. Settel. Adv & Sell 42:120 Mr '49

Marketing pictographs. Sales Management 63:65+ Jl 15 '49

Small papers figure cent-a-reader ad cost. Ed & Pub 82:32 F 5 '49

Today's advertising costs and what they mean to clients. H. F. Godfrey. Adv Agency 42:60-1+ My '49

What is the advertising dollar worth in 1949? Ptr Ink 226:30-4 F 11 '49

What's the cost of your ad readership? analysis of ARF study. C. Pumpian. il Ind Marketing 34:36-7+ Je '49

### Dealer cooperation

Advertise now to prepare for the days of tough selling that are coming; Richards, Morgenthau & co., distributors of Russel Wright tableware, linen and glass. C. J. Swan. il Ptr Ink 227:30-1 Ap 8 '49

Big-smash advertising; does it pay? yes! says Drexel furniture co. B. R. Tuxford. il Sales Management 62:37-9 Mr 1 '49

Complete sales planner will increase retail cooperation; Drexel furniture co. A. W. Lindholm. il Ptr Ink 227:34-6 Je 3 '49

Drexel turns off season into million dollar sales harvest. B. R. Tuxford. il Sales Management 63:37-9 Ag 1 '49

Follow-through at retail level will curb advertising waste; let sales clerks know about your advertising program. R. E. Dobson. il Ptr Ink 228:57-8 S 23 '49

How Chevrolet coordinates its advertising and sales efforts; largest introductory campaign packs 14 or 15 million visitors into showrooms. C. J. French. il Ptr Ink 226:29-33+ Mr 25 '49

How to get dealers to feature your product in newspapers; Mirro aluminum. R. L. Pritchard. il Ptr Ink 228:28-9 Jl 22 '49

Lever dealers use $1,000,000 ads yearly. Ed & Pub 81:20 D 18 '48

ADVERTISING—Dealer cooperation—*Continued*

RMA's Hartford plan swells radio set sales by 150 per cent; dealers promote multiple set ownership by newspapers, radio and display. V. J. Dallaire. il Ptr Ink 226:40-1 Ja 21 '49
$77,000 in promotion and publicity sells instore event to 207 retailers; Carpet Institute fashion show; 2,476 retailers spend $1,360,604 in newspaper advertising. C. J. Swan. il Ptr Ink 228:26-8 Jl 8 '49

### Dealer helps

Color advertising hoists sales curve for Alard sport shirts. H. A. Ritchhart. il Sales Management 62:100+ F 15 '49
Dealer contest sparks use of point-of-sale material; Fram filters and cartridges. M. S. Sullivan. il Ptr Ink 226:50+ Ja 14 '49
Design your promotional aids with dealers' need in mind; Nirenberg shirts. R. H. Ganly. Ptr Ink 228:50+ S 16 '49
Make-more-money theme gets results for this dealer ad program. V. Dallaire. il Ptr Ink 225:37-9 D 10 '48
Our salesmen sell our advertising as well as our merchandise; White Stag sports wear. J. A. Hervin. il Ptr Ink 226:36-8 F 4 '49
Unique merchandising policy sells dealers to consumers; Jabel ring manufacturing co. helps retailers build their business with aids that do not identify manufacturer or products. E. J. Dever, jr. il Ptr Ink 227:36-7 Je 24 '49

### Dealers, Appeal to

APB survey tells how dealers rate merchandising assistance. Ptr Ink 226:46-7 Ja 28 '49
Comic strip advertising helps in a complicated selling job; Visking corp. advertises skinless sausage. H. E. Green. il Ptr Ink 228:25-7 Ag 26 '49
Dealer ads hint industrial do's, dont's. il Ind Marketing 34:75+ Ag '49
Dealer aids and direct mail solve difficult sales problem; United World 16-mm. feature sound films. J. Albert. il Ptr Ink 228:32-3 S 2 '49
Educational trade ads open new distributional channels; Laskin Nu-Eve panties. il Ptr Ink 226:44+ Mr 25 '49
Love thy dealer; a tip from consumers. il Ind Marketing 33:73+ D '48
Make-more-money theme gets results for this dealer ad program. V. Dallaire. il Ptr Ink 225:37-9 D 10 '48
$7,900 direct-mail campaign adds 364 new customers; Alpha mills corp., Schuylkill Haven, Pa. il Ptr Ink 226:38-40 F 18 '49
Small manufacturer builds reputation through trade ads; Schiller keeps store buyers coming to showroom. C. J. Swan. il Ptr Ink 225:33 D 3 '48
25 ways to merchandise a consumer premium campaign to the trade. C. J. Swan. il Ptr Ink 228:43-4+ Jl 15 '49
Unique merchandising policy sells dealers to consumers; Jabel ring manufacturing co. helps retailers build their business with aids that do not identify manufacturer or products. E. J. Dever, jr. il Ptr Ink 227:36-7 Je 24 '49
What a retailer thinks of your direct mail; analysis of some direct-mail pieces and dealer helps received by Van Voris Hardware. A. V. Van Voris. il Ptr Ink 225:21-3+ D 31 '48

### Dentists, Appeal to

Direct-mail campaign doubles sales of X-ray equipment; consumer mailings to dentists; contacts with dealers' salesmen. C. J. Swan. il Ptr Ink 226:26-7 Ja 28 '49

### Dictionaries

Advertising dictionary of selling words, phrases, and appeals. H. Ronson. 365p $5 Ronald press co, 15 E. 26th st, New York 10 '49

### Economic aspects

Advertising job more critical today, text of remarks to Senate committee on post office and civil service. T. D. Brophy. Ed & Pub 82:9 Je 18 '49; Same abr. Brick & Clay Rec 115:40+ Jl '49
Lever employes say o.k. on advertising booklet explaining multi-million dollar budget. B. Priestley. il Sales Management 62:89-91 Ap 15 '49
Selling more products at less cost; abstract. W. R. Parker. Ptr Ink 226:99+ Ap 1 '49
Steady advertisers rate highest with investors. T. M. Jones. Ptr Ink 226:85+ Mr 25 '49

### Employees, Appeal to

How Republic Steel does it; newspaper ads to public and employes pay off. C. W. Ruth. il Ed & Pub 82:22+ F 26 '49
Test of Ford's campaign. il Bsns W p70-1 Ag 13 '49

### Failures

Campaign failed. Aesop Glim. Ptr Ink 228:68-9 Jl 15 '49

### Family of products

Something for the house; single product advertisements may mention other products. Aesop Glim. il Ptr Ink 228:66 Jl 1 '49

### Farmers, Appeal to

How to get the attention of farm-publication readers; analysis of reports. J. E. Bedford. Ptr Ink 227:32-3 Ap 29 '49
How to reap a golden harvest in the farm market. F. E. Fehlman. il Ptr Ink 226:33-5 Mr 4 '49
Service approach to promotion builds Esso good-will among farmers. E. M. Kelley. il Sales Management 62:96+ Mr 15 '49

### History

*See also*
Advertising hall of fame

### Industries, Appeal to

*See* Advertising, Industrial

### Inquiries

Company response to coupon inquiries. R. D. Henderson. J Marketing 13:368-71 Ja '49
House organs unearth sales leads for Buda; four simple news sheets tailored to their specific markets. Sales Management 62:48+ Mr 15 '49
Inquirers deserve first-class treatment; 12 points on answering inquiries adopted when system was revised. F. A. South. Ptr Ink 228:29 Jl 8 '49
Prompt, personal replies to ad inquiries produce business; Douglas, Ariz. Climate club. L. F. Thomann. il map Ptr Ink 225:40-1 D 17 '48
Put pep into your salesman when you give him a lead. S. L. Smith. Ptr Ink 226:34-5 F 18 '49
Selling is the job of a team; as in relay racing, several must carry the baton. F. Wittner. il Ptr Ink 227:30-1+ Ap 15 '49
Systematic method for keeping track of inquiries; Standard Conveyor plan shows volume of sales they produce. I. M. Carlson. il Ptr Ink 228:25-7 S 9 '49
Two tested techniques for the follow-up of advertising inquiries; United-Carr Fastener and Thatcher Furnace. J. C. Cumming. Sales Management 61:76+ N 20 '48
2,000 inquiries from one black-and-white half page; mail order technique of long copy and coupon used to sell Sheppard Diesels. F. A. Kummer. il Ptr Ink 225:28 D 31 '48

### Jobbers, Appeal to

Integrated promotion increases sales volume on big units; Globe Hoist auto, bus, truck and boat hoists; industrial lifts and elevators. R. H. Ganly. il Ptr Ink 228:36-7 Ag 5 '49
Merchandise your selling aids to dealers and distributors' salesmen; American radiator & standard sanitary corp. H. L. Spindler. il Ptr Ink 226:31-3+ F 25 '49

### Laws and regulations

Chiselers force lottery rule. D. Kelly. Ed & Pub 82:43 My 7 '49
How to protect your property rights in ideas. I. W. Digges. Ptr Ink 225:42+ D 3 '48
Informative and nondeceptive advertising. R. E. Freer. J Marketing 13:358-63 Ja '49

**ADVERTISING**—Laws and regulations—*Cont.*

Is radio station liable for ad-libbed defamatory remarks? J. R. Roeder. Ptr Ink 229:54-5 O 7 '49

N.Y. post office challenges ad on labor law. Ed & Pub 82:41 My 7 '49

Right of privacy is ever with us. M. J. Simon. Adv & Sell 42:117-18 Mr '49

What's an ad? post office definition would affect second-class mail. Bsns W p23 Mr 5 '49

### Measurement

How to measure results of industrial advertising. W. A. Marsteller. il Ind Marketing 34:42+ My '49

### Negroes, Appeal to

Pepsi-Cola's campaign to the Negro market. A. Hirschhorn. il Ptr Ink 228:38-40 S 9 '49

### Objectives

How to advertise to business men. H. G. Sawyer. Ind Marketing 34:56+ Ja '49

Keep it simple all the way. J. Barnetson. Ptr Ink 229:32 O 21 '49

### Planning

ABC's of market indexes and how to apply them to sales problems. R. D. Crisp. Sales Management 62:76+ Ja 15 '49

Check list for taking inventory of your advertising program. A. H. Edelson. il Ptr Ink 228:29-30 S 16 '49

Eight steps to better advertising results. J. Giesen. J Retailing 25:18-30 [F] '49

How to make your advertising more effective now; eight questions about your sales program. R. D. Crisp. Ptr Ink 228:23-5+ Ag 19 '49

How to plan an export advertising campaign. H. J. Deines. il Adv Agency 42:70+ S '49

### Prize contests

Contest can do a double job; Kentile design contest had merchandising and educational value. H. S. Collins. Ptr Ink 228:40+ Jl 1 '49

Entry coupons make contests non-mailable. Ed & Pub 81:22 D 18 '48

$500 ad budget did a big job in Latin America; La Parot hair dressing. W. B. Campbell. il Ptr Ink 226:35 F 11 '49

Kroger bonus contest. il Sales Management 61:96 N 20 '48

Why did this contest flop? Brown's baked beans. C. J. Swan. il Ptr Ink 228:38-9 Ag 5 '49

Why that contest flopped; Brown's Bean contest. il Ptr Ink 228:30-1 Ag 19 '49

*See also*

Radio advertising—
Prize contests

### Psychology

Age-blinders may be shutting out sales. L. L. Huntington. Ptr Ink 226:122 Ja 7 '49

By reason or by emotion? Aesop Glim. Ptr Ink 229:82 O 21 '49

How to advertise to business men; place for emotional appeals. H. G. Sawyer. il Ind Marketing 34:42-3+ Ag '49

Mood as a factor in response. W. Hanlon. Ptr Ink 228:96 Ag 19 '49

Psychological view of advertising effectiveness. E. Dichter. J Marketing 14:61-6 Jl '49

Techniques may change, but human nature never; appeals of half-century ago still at work for International correspondence schools. J. D. Woolf. il Adv & Sell 42:33+ F '49

### Public attitude

Benson group reports more ad appreciation. Ed & Pub 82:11 Mr 5 '49

How wage-earners look at advertising. E. R. Smith. Adv Agency 42:53+ Ag '49

Publishers jolted. M. O'Dea. Ptr Ink 227:64 Ap 29 '49

Teachers and housewives, critical of some phases of advertising. Ptr Ink 227:74+ Je 3 '49

Youths' essays on ads are highly critical. C. G. Brodhecker. Ed & Pub 82:23 My 21 '49

### Rates

Advertising rate picture. Ed & Pub 81:12 N 6 '48

A.A.A.A. urges two per cent cash discount. Adv & Sell 42:118 Mr '49

Business man objects to paying for ads if free space is given to the civil service. Inland Ptr 122:63-4 N '48

Dailies' billine rates down 69 per cent from 1935. F. B. Hutchinson. Ed & Pub 82:56 F 26 '49

Delta agency urges low underprint rate. Ed & Pub 81:12 D 25 '48

Four-year rate increase 20-24 per cent, survey shows. Ed & Pub 82:14 Ja 8 '49

High construction costs join other increases forcing newspapers to raise advertising rates. D. Bruner. il Ptr Ink 226:88+ Ja 14 '49

Media man's viewpoint; frequency vs. flat rates. D. B. Arnold. Adv Agency 42:73 Ag '49

Metro drops gross rate plan for non-basics. Ed & Pub 81:12b D 4 '48

Newspaper ad called business' best buy today. C. Watson. Ed & Pub 82:26 Ap 2 '49

Oregonian's new rates give bulk, frequency discounts. Ptr Ink 228:73+ Ag 26 '49

Spreading rate differentials spark interest in cooperative advertising; ANA starts inquiry. B. Tolk. Ptr Ink 225:103+ D 10 '48

Staffs advised to digest, use billine formula. Ed & Pub 82:16 Mr 12 '49

What do publishers mean, two per cent ten days! O. Kleppner. Ptr Ink 227:33 Je 10 '49

What is the advertising dollar worth in 1949? Ptr Ink 226:30-4 F 11 '49

### Returns

Business is there for those who want it; Willard B. Golovin proves it. Ed & Pub 82:12 Jl 16 '49

Copy that clicked; Bankers trust co. tax law ad. R. Manville. il Ptr Ink 226:47 Mr 18 '49

Copy that clicked; Lane Bryant catalog offer. R. Manville. il Ptr Ink 226:43 F 25 '49

Effective distribution of technical literature through advertising wins edge over competition; Tube Turns welding fittings and flanges; results from space advertising and mailing. G. Wedereit. il Ptr Ink 228:32-4 Jl 15 '49

In one year, new mail-order advertiser sold 100,000 tools, gained national distribution; Bertram engineering co., Kansas City, Mo. H. S. Valentine, jr. il Ptr Ink 227:68 Je 3 '49

$1 spent for advertising returned $18.90 in sales; Standard conveyor co. J. C. Spurr. il Ptr Ink 226:40-1 Mr 11 '49

Rationale for advertising expenditures. S. Hollander, jr. Harvard Bsns R 27:79-87 Ja '49

Regional advertiser ups budget and steals spotlight from larger competition; Delta air lines, Atlanta. C. J. Swan. il Ptr Ink 226:34-5 Mr 11 '49

7,615 inquiries resulted in 1,463 sales at $750 each in one year; Walter Shirley adapts precepts of show-biz and bargain basement to real estate selling. C. Judson. il Ptr Ink 226:33-5 Ja 14 '49

This ad rescued a fruit crop, and cut the cost on new orders. C. J. Swan. il Ptr Ink 225:41 N 26 '48

We won a national market with a small initial investment; KoolVent aluminum awning. M. Harrison. il Ptr Ink 228:42-4+ S 16 '49

*See also*

Advertising, Mail—
Returns

### Schedules

Preparing the advertising schedule; Bliss sheet metal working machinery. J. J. Feeley. il Ptr Ink 228:28-9 Jl 1 '49

### Schools, Appeal to

Get better acceptance for consumer education materials; many teachers want help from business. E. Reich. il Ptr Ink 228:30-1 Jl 15 '49

## ADVERTISING—*Continued*

### Statistics

Ad bureau issues data on '48 newspaper budgets; complete listing of 1948 expenditures; tabulation. Ed & Pub 82:3-4, 49-58 Jl 23 '49

Advertising volume figures for Dec. issues of business publications and totals for 1948 and 1947. Ind Marketing 34:80+ Ja '49

Analysis of 1948 linage statistics compiled for 347 newspapers in 107 cities. Ed & Pub 82:56-9 Ap 2 '49

Box score for advertising media; '48 vs. '47; advertising outlook, stable. Bsns W p82-4 F 19 '49

British advertising expenditures in the U.S. R. Cole. Adv Agency 42:76+ Je '49

Business paper ad volume rises eight per cent to $211,500,000. A. R. Venezian. Ind Marketing 34:42-3 S '49

Business paper space placed by advertising agencies, 1948. Ind Marketing 34:82+ My '49

Dailies' national ads $389,261,000 in '48. Ed & Pub 82:10 Ap 9 '49

'48 linage gain, 12.7 per cent, sets a new record; newspaper linage, 52 cities. Ed & Pub 82:47-8 Ja 29 '49

Leading advertisers in 1948 listed for four media; 848 companies invested almost six hundred million dollars in general magazine, farm magazine, magazine section and radio network advertising; tabulations. Ptr Ink 226:38+ Ap 1 '49

National advertisers' 1948 expenditures in newspapers; Bureau of advertising study lists 1,102 advertisers of 2,536 products or services that spent $25,000 or more. Ptr Ink 228:45+ Jl 22 '49

National advertising index; graphs representing dollar expenditures for media, talent and production. Ptr Ink 225:65-6+ D 3 '48 [cont monthly]

New PIB reports show '49 ad volume up over '48. Ptr Ink 227:77 My 13 '49

Newspapers' national linage sets third annual record. Ptr Ink 227:88 Ap 8 '49

1948 advertising linage reported by 1,452 newspapers; total, national, local, classified and legal volume. Ed & Pub 82:59-71 Ap 2 '49

1948 U.S. advertising volume close to five billion dollars. H. Zeisel. Ptr Ink 227:27-9 Je 17 '49

Printers' Ink advertising index expands. H. Zeisel. Ptr Ink 226:64-5+ Mr 18 '49

Top advertisers in '48 set faster pace this year. Ptr Ink 228:81 S 2 '49

Trends in national newspaper advertising. Adv Agency 42:70 Jl '49

*See also*

Advertising, Mail—Statistics

### Study and teaching

Aids in teaching advertising. F. B. Miller. J Marketing 13:363-4 Ja '49

Business urged to aid college ad training. K. Dameron. Ed & Pub 82:37 Ja 1 '49

North Carolina instructor is learning by doing; becomes advertising salesman. Ed & Pub 82:46 Jl 23 '49

Student field trip to an advertising agency; John W. Shaw advertising, inc., and a Medill graduate advertising class. C. Allen. il Adv & Sell 42:70-1 Ap '49

*See also*

Advertising—Textbooks

### Terminology

Refresher course in agency language. Adv & Sell 41:55 D '48; [cont as] Adv Agency 42:136 My '49

### Textbooks

Advertising needs better definitions of slogans. M. Wiseman. Adv & Sell 42:82+ Ap '49; Discussion. G. B. Hotchkiss. Adv Agency 42:70+; Reply. 110+ Je '49

### Women, Appeal to

Impact of living habits on advertising media. W. A. Yoell. il Adv Agency 42:60-1+ Je '49

New advertising techniques. H. Singer. Oil Paint & Drug Rep 155:50-1 My 23 '49

No more paint peddling; now Fuller sells gracious living. L. H. Markwood. il Sales Management 63:37-40 S 1 '49

Our advertising ties in with editorial service features; Boston Varnish Kyanize. C. F. Eberle. il Ptr Ink 227:40-2 My 13 '49

### Argentina

Argentine 4As head reports influence of U.S. agencies stabilizes advertising there. R. De Luca. Ptr Ink 225:120 N 19 '48

### Great Britain

British advertising expenditures in the U.S. R. Cole. Adv Agency 42:76+ Je '49

### Guatemala

$500 ad budget did a big job in Latin America; La Parot hair dressing. W. B. Campbell. il Ptr Ink 226:35 F 11 '49

### United States

British advertising expenditures in the U.S. R. Cole. Adv Agency 42:76+ Je '49

## ADVERTISING, Association

Advertising, a key to the future. E. T. Trigg. Paint Oil & Chem R 111:22-3 N 11 '48

All year for Sun-Maid. il Sales Management 61:62 D 1 '48

Business group places ten ads and gets 100; National small business men's association. Ed & Pub 82:34 F 26 '49

Coal fights to hold markets against inroads of competitive fuels. B. R. Gebhart. il Sales Management 63:101-5 Ag 15 '49

Inland ads promote press among readers. Ed & Pub 81:56 D 18 '48

Meat promotion solves leftover problem for housewives. il Sales Management 62:42-4 F 1 '49

NAEA-NRDGA plan joint public relations program. L. T. Knott. Ed & Pub 82:16 Jl 2 '49

Retail Hardware drive. il Sales Management 63:45-6 Ag 1 '49

$77,000 in promotion and publicity sells in-store event to 207 retailers; Carpet Institute fashion show; 2,476 retailers spend $1,360,604 in newspaper advertising. C. J. Swan. il Ptr Ink 228:26-8 Jl 8 '49

Success and failure of Florida citrus promotion. C. J. Swan. il Ptr Ink 227:33-5 Ap 22 '49

## ADVERTISING, Cooperative

Business paper works with local merchants to promote community as home furnishings center. E. J. Dever, jr. Ptr Ink 228:66 Jl 15 '49

Cooperative advertising; Chicago transit authority. Bus Transportation 28:71 Ja '49

Lever and Westinghouse prepare for co-op premium campaign; soap certificates will build traffic for appliance dealers. C. J. Swan. il Ptr Ink 228:32-3 Jl 29 '49

### Manufacturers and dealers

Advertisers to attack waste in co-op ads. S. Rovner. Ed & Pub 82:14 F 12 '49

G.E. uses two-page co-op ad in color. Ed & Pub 81:14 D 4 '48

How to control cooperative export advertising; procedure of Electric Auto-Lite. C. F. Rork. il Ptr Ink 227:38-9 My 20 '49

Is cooperative advertising the bargain it appears to be? W. Seiler. Ptr Ink 226:27-9 Mr 11 '49

Lennox Furnace copy tells story in dialogue. G. A. Brandenburg. il Ed & Pub 82:24 Ap 16 '49

Publishers suggest ways to aid co-op advertising. W. R. Mason. Ed & Pub 82:7 Ap 2 '49

### Tie-in advertisements

Manufacturers in widely different lines coordinate advertising programs; Bloomfield fabrics and Willson sun glasses. H. W. Huddleston. il Ptr Ink 228:30-1 S 9 '49

Short line, smart promotion, win place for Faberge; tie-ups with other types of merchandise. E. M. Kelley. il Sales Management 62:76+ Je 1 '49

## ADVERTISING, Direct

*See also*

Advertising, Mail

Handbills

**ADVERTISING, Educational**

Ads dispel false notions about Mississippi. T. D. Davis. Sales Management 61:166 N 10 '48

Ads sell both goods and American way. Ed & Pub 82:12 Jl 23 '49

Advertising and sales education cut down retail returns. D. Markstein. Ptr Ink 225:44 D 24 '48

Advertising the American system; ANA-AAAA programs. Pub Util 43:251-2 F 17 '49

Annual advertising awards; advertising as a social force. il Adv & Sell 42:6-22 Mr '49

Can advertising lead the way in a bewildered world? J. Benson. Adv & Sell 41:66+ D '48

Council pushes system drive. T. S. Repplier. Ed & Pub 82:24 F 26 '49

Get better acceptance for consumer education materials; many teachers want help from business. E. Reich. il Ptr Ink 228:30-1 Jl 15 '49

Hotels grab Johnny's card for Sloppy-Joe smokers; Philip Morris garners goodwill dividends. il Sales Management 63:55 Jl 1 '49

How public service advertising locates new customers; Merrill Lynch advertises and sells investment in competition with consumer goods and services. C. J. Swan. Ptr Ink 226:27-30 F 4; 39-41 F 11 '49

How Servel uses ads to humanize business. Ed & Pub 82:16 F 12 '49

Human interest ads ILI's success secret. S. Rovner. il Ed & Pub 82:12 Ja 29 '49

Look to smokestacks for duty and profit. L. R. Bouware. Ed & Pub 81:30 N 6 '48

McGraw-Hill sells ideas at wholesale; trade journal editorials as advertisements. S. Rovner. il Ed & Pub 82:9 Ap 9 '49

Simple copy on faith reaches public heart. T. S. Irvin. Ed & Pub 82:38 F 19 '49

Simple copy urged in public relations advertising. Ed & Pub 82:71 F 12 '49

Standard's system ads expanded to 37 dailies. G. A. Brandenburg. il Ed & Pub 82:8 Mr 5 '49

Three top topics draw record 500 members to ANA convention; television, public service advertising, retail sales training. Sales Management 61:164-5 N 10 '48

Try product ad technique. R. Hagen. Ed & Pub 82:28 F 26 '49

*See also*

Advertising, Association

Advertising, Institutional

Publicity

**ADVERTISING, Foreign**

Council issues guide for overseas ads. Ed & Pub 81:14 N 13 '48

Current role of advertising in export; abstract. A. A. Kron. For Comm W 33:10-11 N 29 '48

Determining the export advertising appropriation. B. Pollard. Ptr Ink 229:56+ O 14 '49

European recovery and buyer's market in U.S. spark activity in ad agencies' international units. il Ptr Ink 227:82 Je 3 '49

Export advertising campaign does sympathetic rebuilding job; Remington Rand advertisements. J. A. Martins. il Ptr Ink 226:38-9 Ja 14 '49

$500 ad budget did a big job in Latin America; La Parot hair dressing. W. B. Campbell. il Ptr Ink 226:35 F 11 '49

How to control cooperative export advertising; procedure of Electric Auto-Lite. C. F. Rork. il Ptr Ink 227:38-9 My 20 '49

How to plan an export advertising campaign. H. J. Deines. il Adv Agency 42:70+ S '49

Let those abroad know, too; American ads overseas can strengthen U.S. world position. P. D. Reed. Ed & Pub 82:32 F 26 '49

U.S. is underselling its products abroad by faulty budgeting, export admen told. Ptr Ink 229:101+ O 7 '49

**Great Britain**

British set up Anglo-American agencies council to push advertising in U.S. Ptr Ink 228:86+ S 2 '49

**ADVERTISING, Fraudulent**

*See also*

Misbranding

**ADVERTISING, Indirect**

Comic strip advertising helps in a complicated selling job; Visking corp. advertises skinless sausage. H. E. Green. il Ptr Ink 228:25-7 Ag 26 '49

**ADVERTISING, Industrial**

Advertising budget method. Ind Marketing 33:41-4+ D '48

Advertising literature. Ind & Eng Chem 41:1087 Je '49

Airco campaign pre-sells products not yet developed. il Ind Marketing 34:56 Ap '49

ABP business-paper advertising contest winners; 7th annual competition, Philadelphia. il Ptr Ink 227:30-1+ My 6 '49

Back your salesmen with advertising's fire power. D. F. Austin. Ind Marketing 34:33+ Jl '49; Excerpts. Sales Management 63:65-7 Jl 1 '49; Abstract. Ptr Ink 227:75+ Je 17 '49

Building industrial advertising on market research. F. Juraschek. Ptr Ink 228:34+ Jl 22 '49

Component parts maker does a three-fold selling job; sells manufacturer-customers; attracts sales to them and their dealers; builds consumers' interest; Lorentzen venetian blind hardware. H. K. Lorentzen. il Ptr Ink 225:32-4 N 26 '48

Convincing management about advertising; NIAA panel discussion. Ind Marketing 34:52+ Jl '49

Dealer ads hint industrial do's, dont's. il Ind Marketing 34:75+ Ag '49

Effective distribution of technical literature through advertising wins edge over competition; Tube Turns welding fittings and flanges. G. Wedereit. il Ptr Ink 228:32-4 Jl 15 '49

11 ways to use direct mail for industrial advertising. I. H. Bloom. Ind Marketing 34:33+ Ag '49

42 industrial advertisers win ABP awards. M. Kingman. il Ind Marketing 34:36-7 My '49

General Electric invites workers to join sales team; explains industrial advertising. il Ind Marketing 34:33+ S '49

Getting advertising material out of industrial market analyses; 16 ways to promote better research and better use of it for advertising. F. Juraschek. Ptr Ink 228:40+ Ag 5 '49

House organ sells customer's customer; Federated Metals Foundry metals digest. A. E. St John. il Ind Marketing 34:54 Ap '49

House organs unearth sales leads for Buda; four simple news sheets tailored to their specific markets. Sales Management 62:48+ Mr 15 '49

How a small industrial company uses case-history advertising; Kingsbury machine tool corp. R. H. Ganly. il Ptr Ink 229:44-5 O 7 '49

How industrial advertisers use the Post. il Ind Marketing 34:85-6+ F '49

How to advertise to business men. H. G. Sawyer. Ind Marketing 33:33-4+ N; 37+ D '48; 34:56+ Ja; 42-4+ F; 51+ Mr; 40-1+ Ap; 50+ My; 38-9+ Je; 48+ Jl; 42-3+ Ag; 60+ S; 36-7+ O '49 (to be cont)

How to measure results of industrial advertising. W. A. Marsteller. il Ind Marketing 34:42+ My '49

How to organize an industrial writing service; Cramer-Krasselt co. service for industrial clients and publications. W. Seiler. Adv & Sell 42:76+ Ap '49

How to use graphs in industrial advertising. L. L. Philips. Ind Marketing 34:114+ S '49

Industrial advertiser uses outdoor posters near customers; Lane-Wells' oil field services. L. F. Thomann. il Ptr Ink 227:36 Je 10 '49

Industrial commercial research. F. Juraschek. Ptr Ink 228:36+ Jl 29 '49

Industrial sales manager should fix his sights squarely on the target when prospects are few in number. K. F. Kirchhofer. Ptr Ink 226:30-2 Ja 14 '49

Inject a service theme into your sales story; American thread co. industrial sewing service. C. E. Bowne. il Ptr Ink 226:30-2+ Ap 1 '49

International nickel company's ads sell the unseen. il Ind Marketing 34:41+ Mr '49

**ADVERTISING, Industrial**—*Continued*

Man of the year; Paul Reeves, Timken roller bearing co. il Ind Marketing 34:85-6+ Ja '49

Mass market's budget problems stressed in campaign to trade; Beaunit mills. E. J. Dever, jr. il Ptr Ink 228:38-9 Ag 12 '49

Need for improved advertising, promotion cited in NIAA study of industrial buying practices. H. E. Green. Ptr Ink 226:69+ Ja 28 '49

New '49 campaigns, the complete line. il Ind Marketing 34:77-8+ Mr '49

Nordstrom Valves sticks to one idea for 15 years, gets results. W. A. Marsteller. il Ind Marketing 33:38-9 N '48

153 best national ads of the year, Milline begins an annual series. il Ind Marketing 34:42-3 Mr '49

Over-all ads and '49 ideas; attempts to advertise complete line in one ad. il Ind Marketing 34:77-8 Ap '49

Poor Cousin Dustry. R. B. Carland. Ind Marketing 33:40-1+ D '48

Preparing the advertising schedule; Bliss sheet metal working machinery. J. J. Feeley. il Ptr Ink 228:28-9 Jl 1 '49

Technical sales manager views advertising; case history of sorbitol and mannitol. G. King. il Chem & Eng N 27:1588-90 My 30 '49

Tell your prospects where to buy. G. C. McNutt. il Ind Marketing 34:52 S '49

12 places to look for industrial sales ideas. T. T. McCarty. Ind Marketing 34:64-5+ S '49

Unselfish advertising pitch sells services of others, too; Revere Copper and Brass. D. F. Haggerty. il Ptr Ink 226:36-7 Ap 1 '49

Unusual trade advertising technique introduces four multi-item lines: electrical switches, variable resistors, capacitors and printed electronic circuits. H. E. Green. il Ptr Ink 227:40+ Je 17 '49

Using Starch for industrial advertising. H. D. Hadley. il Ind Marketing 34:60-1+ Jl '49

What's wrong with industrial advertising. W. Weir. Ind Marketing 34:49-50+ Je '49

Whiting research aids sales; spray drying. G. D. Crain, jr. il Ind Marketing 33:34+ D '48

You have to merchandise your printed matter. K. F. Kirchhofer. il Ind Marketing 34:44+ Ag '49

Your industrial product, what's good about it. E. S. Green. Ptr Ink 225:42-4 D 10 '48

*See also*
Advertising mediums
—Trade journals

**Exhibitions**

Eight companies win top honors in NIAA advertising contest. il Ind Marketing 34:40-1 Jl '49

**Inquiries**

How to get the most from inquiries. W. L. Peck. il Ind Marketing 34:34-5+ S '49

Repeat ads boost inquiries, spur sales for McGill. R. E. Jaqua. il Ind Marketing 34:68+ S '49

Systematic method for keeping track of inquiries; Standard Conveyor plan shows volume of sales they produce. I. M. Carlson. il Ptr Ink 228:25-7 S 9 '49

**Statistics**

Industrial advertisers boost budgets; 315 industrial companies report percent of sales dollar budgeted for advertising. H. Burnett. Ind Marketing 34:33-5+ F '49

**ADVERTISING, Institutional**

Community ads spread Minnesota & Ontario paper co. economic creed. G. N. Williams. Ed & Pub 81:26 N 20 '48

Each company has its story; Standard Oil of Indiana asked public what it wanted to know. W. I. Nunn. il Ed & Pub 82:20 F 26 '49

Good photograph is worth a lot of time and trouble; Combustion engineering co. R. Priest. il Ptr Ink 226:36-8 Ja 28 '49

How Republic Steel does it; newspaper ads to public and employes pay off. C. W. Ruth. il Ed & Pub 82:22+ F 26 '49

Newspaper billboard; a new kind of community relations; North American Philips co. offers free space in local newspaper to welfare organizations. H. E. Fry. il Ind Marketing 34:54+ My '49

Selling begins at plant home town. il Mod Ind 16:50-3 D '48

Small budget can yield large results; envelope manufacturer finds advertising pays dividends. R. B. Clark, jr. il Ptr Ink 227:38-9 Je 24 '49

*See also*
Anniversaries, Company—Advertising

**ADVERTISING, Mail**

Binghamton sun gets results with mail. G. A. Brandenburg. Ed & Pub 81:42 N 27 '48

Business builder for heating contractors; Denver heating and air conditioning co. il Dom Eng 173:96-8 Ja '49

DMAA makes 122 awards for top mail campaigns. Ind Marketing 33:147 N '48

DMAA weighs coordination of direct mail, other media. Ptr Ink 228:88 S 30 '49

Direct mail is public relations, too. M. C. Stocker. Ptr Ink 225:112 D 3 '48

11 ways to use direct mail for industrial advertising. I. H. Bloom. Ind Marketing 34:33+ Ag '49

Fundamentals of writing direct-mail copy. E. N. Mayer, jr. il Ptr Ink 227:40-2+ Je 24 '49

How American Airlines promotes direct mail to travel agents. A. B. Ecke. il Sales Management 62:85-91 Ja 15 '49

How to get action from your direct-mail prospects; ten ways. E. N. Mayer, jr. Ptr Ink 227:40-2+ Ap 8 '49

Mail ads boost used plane sales. Aviation W 51:35 O 3 '49

Mailings by proxy; Donnelley handles entire direct-mail campaigns for national advertisers. il Bsns W p88 N 6 '48

Mood of your mailing is as important as the message; overdressing and underdressing. E. N. Mayer, jr. il Ptr Ink 226:36-7 Mr 4 '49

157 best direct-mail campaigns cited by DMAA. Ptr Ink 228:92+ S 23 '49

Portfolio sells agents on sharing company investment in direct mail; Central manufacturers' mutual insurance co., Van Wert, Ohio. C. J. Swan. il Ptr Ink 228:32-3 S 16 '49

Salesman's corner; YMCA mail campaign for funds. F. Rundell. Inland Ptr 123:62-3 Je '49

Saving the small shop; how direct mail, publicity can help manufacturers fill sales voids left by fleeting war contracts. K. F. Kirchhofer. Ind Marketing 34:36+ Mr '49

Stick to what, why, how, where, when and who for mail success. R. P. Miller. Ind Marketing 33:166-7 N '48

Stop those leaks in direct-mail methods; postage, envelopes, duplicates, etc. C. Dahl. il Ptr Ink 229:50+ O 21 '49

Ten ways to achieve interest and continuity in direct mail. E. N. Mayer, jr. Ptr Ink 226:27-9+ Ja 21 '49

We use direct mail to discover prospects; Jacobson acoustical installations. R. M. Green. Ptr Ink 226:44-6+ F 25 '49

What a retailer thinks of your direct mail; analysis of some direct-mail pieces and dealer helps received by Van Voris Hardware. A. V. Van Voris. il Ptr Ink 225:21-3+ D 31 '48

*See also*
Mailing lists

**Folders**

You have to merchandise your printed matter. K. F. Kirchhofer. il Ind Marketing 34:44+ Ag '49

**Inquiries**

Effective distribution of technical literature through advertising wins edge over competition; Tube Turns welding fittings and flanges. G. Wedereit. il Ptr Ink 228:32-4 Jl 15 '49

Save-appeal mail pieces pull inquiries for Monomelt. L. Fitzmaurice. Sales Management 61:106 D 15 '48

**ADVERTISING, Mail—*Continued***

**Returns**

Direct-mail campaign doubles sales of X-ray equipment; consumer mailings to dentists; contacts with dealers' salesmen. C. J. Swan. il Ptr Ink 226:26-7 Ja 28 '49

Mysterious direct mail draws replies from ten per cent of list; Royal Dutch airlines. il Ptr Ink 226:42-3 Mr 18 '49

7,000 mailings, 6,156 renewals on bargain offer, Yakima morning herald. Ed & Pub 82:34 Ja 1 '49

$7,900 direct-mail campaign adds 364 new customers; Alpha mills corp., Schuylkill Haven, Pa. il Ptr Ink 226:38-40 F 18 '49

$3,000 in direct mail produces $147,000 in sales; Dumpcrete campaign. il Ptr Ink 225:34-5 D 24 '48

Two mailings produce $19,000 sales, at a cost of $642! paper dinner napkin. S. L. Greenspan. il Ptr Ink 229:42-3 O 7 '49

**Statistics**

Monthly direct-mail volume; 1947-1948. L. J. Raymond. Ptr Ink 226:84 F 18 '49

**Testing**

Here's what testing tells about 18 direct-mail problems. E. N. Mayer, jr. Ptr Ink 226:31-3+ F 4 '49

**ADVERTISING, National**

ANA members' ad budgets to be stable despite decreased profits, survey shows. N. Kelne. Ptr Ink 229:93+ O 14 '49

Brands make youths drug store shoppers. Ed & Pub 82:10 Ag 6 '49

City-to-city differences shown in ten-market product and brand study; Politz research for Hearst advertising service. E. J. Dever, jr. Ptr Ink 225:43-4+ D 17 '48

400 retailers make half of all over-the-counter sales. E. B. Weiss. il Ptr Ink 226:34-5+ F 25 '49

How does your brand rate in 13 markets? consumer analyses issued by Milwaukee journal. Sales Management 62:76-7 Ja 1 '49

National advertisers face battle of brands. S. Rovner. Ed & Pub 82:14 Ja 29 '49

153 best national ads of the year, Milline begins an annual series. il Ind Marketing 34:42-3 Mr '49

Position, use of 1,766 advertised brands shown in 13-market study; Milwaukee Journal-type consumer analysis. H. E. Green. Ptr Ink 225:42+ D 17 '48

Study shows degree of brand consciousness in purchases of selected grocery products. Ptr Ink 225:87 N 26 '48

Too many pseudo national brands! E. B. Weiss. il Ptr Ink 228:27-9+ Ag 12 '49

**Local-tie-in**

15 national advertisers use plan to localize their copy. Ptr Ink 226:94 Ja 21 '49

500 sporting goods dealers to tie in with True promotion of Fishermen's week. E. J. Dever, jr. il Ptr Ink 227:58+ Ap 15 '49

Newspaper ads made direct line to prospect. S. Rovner. Ed & Pub 82:12 Ja 22 '49

Retailers promise heavy advertising locally if manufacturers step up brand-names promotion. N. Kelne. Ptr Ink 227:79+ Ap 22 '49

Score of advertisers now using Western Union where-to-buy-it. Sales Management 62:45-6+ F 15 '49

**ADVERTISING, Outdoor**

Continuing study of outdoor advertising. M. Harper. il Adv Agency 42:56-7 Jl '49 [cont monthly]

Four fundamentals for successful outdoor advertising. L. F. Thomann. il Ptr Ink 225:34-5 D 3 '48

Outdoor advertising association of America 53d annual convention, Memphis. Ptr Ink 225:94-5 N 26 '48

**ADVERTISING, Point-of-sale**

Bigger budget, more point-of-purchase advertising meets decreasing market; dealers shown how to display and merchandise Washington state apples. L. F. Thomann. il Ptr Ink 228:36-7 S 2 '49

Dealer contest sparks use of point-of-sale material; Fram filters and cartridges. M. S. Sullivan. il Ptr Ink 226:50+ Ja 14 '49

Focus on jobbers' salesmen and dealers if you want good cooperation; Walker manufacturing co. exhaust silencers. H. E. Green. il Ptr Ink 225:30-3+ D 24 '48

House organ cues users on point-of-sale ideas; Consolidated lithographing corp. publicizes its display services. Sales Management 62:72+ Ja 1 '49

How pint-size Oriental Foods prospers among the food giants. P. Hyun, jr. il Sales Management 62:76+ My 1 '49

How to get more out of your display material dollars; program of General foods corp. P. Lillard. Ptr Ink 228:28-9 S 2 '49

Itinerant displays provide additional impact at point of purchase; Hotpoint line. H. E. Green. il Ptr Ink 227:32-3+ Ap 8 '49

Old Charter's clock; molded wood plastic replica. il Mod Packaging 22:97 Je '49

Point-of-purchase ads are affixed to product at the factory; Western stove co. L. F. Thomann. il Ptr Ink 228:34-5 Jl 29 '49

Point-of-purchase advertising, a $410,000,000 medium in spite of obstacles. D. G. MacMillan. il Ptr Ink 226:27-9+ Ap 1 '49

Publicizing the package; promotional values of your package change. il Mod Packaging 22:71-5+ Jl '49

Study shows order of preference for display materials in self-service stores. Ptr Ink 227:73 Je 10 '49

Unveil new ideas at Point-of-purchase clinic, New York, April 12-13. Sales Management 62:85-7 My 1 '49

What's new in permanent point-of-sale displays? il Sales Management 61:40-1 N 20 '48

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Case study in test stores shows effectiveness of point-of-sale advertising. A. Ralph. il Ptr Ink 225:38-9 D 3 '48

Research shows the value of clinching the sale at point of purchase; tests of window displays. F. R. Coutant. il Ptr Ink 225:30+ D 31 '48

**ADVERTISING, Soliciting of**

Advertiser lists some of the mistakes that mark the sales freshman. F. R. Hawkins. Ptr Ink 228:34-5 Ag 26 '49

How to sell 54 pages with a three-in-one bargain. R. E. Goodale. Ed & Pub 82:28 Ja 8 '49

Media man's viewpoint. D. B. Arnold. Adv & Sell 41:84+ S; 78+ N; 78+ D '48; 42:134+ Mr '49

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What agencies, ad managers need from space salesmen. W. York. Ind Marketing 34:38-9 Ag '49

**ADVERTISING, State.** See State advertising

**ADVERTISING, Trade union**

Union fights for sales, raises war chest for ads; increased number of drivers needed for home delivered milk in Minneapolis. il Sales Management 63:82 O 1 '49

**ADVERTISING agencies**

Account changed hands. T. M. Seller. Ptr Ink 226:116 F 25 '49

Advertising agency networks and how they are helpful. H. Lynde. il Adv & Sell 42:57-8 F '49

Business paper space placed by advertising agencies, 1948. Ind Marketing 34:82+ My '49

Don't wake me, I'm dreaming; yearning for little country ad agency all my own. Ptr Ink 227:40+ Je 3 '49

How business paper space is planned and bought; much-divided advertiser and agency functions. Adv & Sell 42:68 F '49

Information service for agencies; McGraw-Hill publishing co. E. W. Hermann. il Adv & Sell 42:78 F '49

L&M just as proud of accounts it loses. P. W. Lennen. Ed & Pub 82:13 My 14 '49

Newspapers, agencies exploit CSNR values. S. Rovner. Ed & Pub 82:9+ Jl 23 '49

Open-door policy. W. B. Downes. Ptr Ink 226:126 Mr 11 '49

Recognized advertising agencies at new high. Ed & Pub 82:22+ My 14 '49

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Story of Lennen & Mitchell. il Adv Agency 42:58-62 Ag '49
Student field trip to an advertising agency; John W. Shaw advertising, inc., and a Medill graduate advertising class. C. Allen. il Adv & Sell 42:70-1 Ap '49
Teamwork concept of operations. H. Halsell. Adv & Sell 41:50 D '48
Wanted; 965 new advertising agencies. E. Whitmore. Ptr Ink 227:112 Ap 15 '49

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Agency promotion piece; brochure of Jaqua advertising co., Grand Rapids; illustrations. Adv & Sell 42:68-9 Ap '49
Agency solicits account of S. Claus industries. E. J. Dever, jr. Ptr Ink 225:92 D 10 '48
Agency's toughest client; Ohio agency's experiences in trying to advertise itself. H. Byer. il Adv Agency 42:48+ Ag '49

### Art departments

Advertising art and artists. R. H. Hogan. Ind Marketing 34:44+ Ap '49
Four legal problems faced by art departments. M. J. Simon. Adv Agency 42:77+ Je '49
How much do agency artists earn? C. Fleischer. il Adv Agency 42:53+ S '49
How to direct art directors. E. A. Roberts. Ptr Ink 227:106 Je 24 '49
Portrait of a perfect art director; a copy supervisor's view. G. Toogood. Adv & Sell 42:77-8 Ap '49

### Client relations

Account executive with Bob Hope in Germany; Young & Rubicam fly recording back to U.S. on time. D. J. O'Brien. il Adv Agency 42:61+ Jl; 67+ Ag '49
Advertising agency and top management. W. Seiler. Adv Agency 42:58-9+ Je '49
Agencies and sales management. W. Seiler. Adv Agency 42:50+ Jl '49
How advertising agencies can overcome management's adverse attitude. L. Burnett. Ind Marketing 33:41-2+ N '48
Packard and Young & Rubicam. il Adv Agency 42:56-7+ S '49
What advertisers dislike about agency charging. R. Van Buren. Adv Agency 42:110+ My '49
What management thinks of advertising agencies. L. Burnett. Adv & Sell 41:70+ N '48
What to include in the agency-client contract. M. J. Simon. Adv & Sell 41:56 N '48
Where advertising manager and agency meet. W. Seiler. Adv Agency 42:59+ S '49

### Commissions

Agency fee system and how it works; Cowan & Dengler's 15 per cent commission arrangement. S. D. Cowan, jr. Adv Agency 42:60, 80, 117 Jl '49
N. W. Ayer discards its 16⅔ per cent commission plan. B. Tolk. Ptr Ink 228:87+ S 23 '49
What advertisers dislike about agency charging. R. Van Buren. Adv Agency 42:110+ My '49

### Costs

Advertising agency expenses (exclusive of salaries). I. Rubel and N. Fields. Ptr Ink 229:42-3 O 21 '49
What advertisers dislike about agency charging. R. Van Buren. Adv Agency 42:110+ My '49

### Employees

Agency profit-sharing trust; John Faulkner Arndt & co. il Adv & Sell 42:119-20 Mr '49
Ages and earning power of copy writers and account executives. W. A. Lowen. Adv Agency 42:46-7+ Ag '49
Copy and contact can work harmoniously. M. Wiseman. Adv & Sell 41:74+ D '48
Do copy writers hate account executives? M. Wiseman. Adv & Sell 41:74+ N '48
Five ways agencies produce copy. M. Wiseman. Adv & Sell 42:72+ Ja '49
How advertising agencies secure personnel. P. Artzt. il Adv & Sell 41:58-61 D '48
How advertising agencies share their profits. P. Artzt. Adv Agency 42:56-7+ Je; 51+ Jl '49
How aptitude tests are used in advertising; report on experience in laboratory, AAAA, and agency. P. Artzt. il Adv & Sell 42:64d+ Ja '49
How much do agency artists earn? C. Fleischer. il Adv Agency 42:53+ S '49
How much do agency people earn? W. A. Lowen. Adv Agency 42:52-3, 138 My '49
How to handle the hopefuls. J. A. H. Rehm. Adv & Sell 42:60 Ap '49
If you want a job in advertising, advertise. C. J. Swan. il Ptr Ink 229:42-4 O 14 '49
Postwar training program and what it produced. P. T. Wotton and B. Wright. il Adv & Sell 42:64-5 F '49
Study group helps agency workers broaden knowledge. W. A. Bishop. Ptr Ink 228:26-7 Jl 15 '49
Young & Rubicam's 13-weeks instruction course. il Adv Agency 42:56-7 My '49

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Advertising agency expenses (exclusive of salaries). I. Rubel and N. Fields. Ptr Ink 229:42-3 O 21 '49
Advertising agency net profits (before federal income taxes) and salaries. I. Rubel and N. Fields. Ptr Ink 229:38-41 O 14 '49
Agencies economize on personnel and fixed costs but boost efficiency to maintain client service. Ptr Ink 228:107+ S 16 '49
Analysis of billing and agency income. I. Rubel and N. Fields. Ptr Ink 229:34-7+ O 7 '49

### Law

Agencies' and printers' legal relations. M. J. Simon. Adv & Sell 42:91-2 Ap '49
Four legal problems faced by art departments. M. J. Simon. Adv Agency 42:77+ Je '49

### Libraries

Agency library service with a 1949 label. D. V. Humphrey. il Adv & Sell 41:53-4 D '48
Fact file for small agencies; no agency can afford to be without ready reference material. A. H. Small. il Ptr Ink 227:40+ Ap 29 '49
How can an advertising agency establish a library of its own? M. H. O'Leary. il Ptr Ink 225:48+ D 10 '48
How to reorganize an agency research library. J. Bolin. Ptr Ink 227:48+ Je 17 '49

### Management

Advertising agency is a business. R. Van Buren. il Adv & Sell 42:62-4 Ja '49
Agency open house; Young & Rubicam personnel party grew into an open house for 2,250. il Adv Agency 42:64-5 Je '49
Death and the advertising agency; should provide against death of an owner. M. J. Simon. Adv Agency 42:68+ S '49
Do you believe that advertising agencies should specialize in their accounts, or diversify them? Adv Agency 42:43 Jl '49
How advertising agencies handle their visitors; conclusions based upon statements by 62 companies. P. Artzt. il Adv & Sell 41:53-5 N '48
Story of John Falkner Arndt & co. il Adv Agency 42:71-4 Je '49
Uniform system reduces complication in agency production department. L. A. Sheneman. il Ptr Ink 228:38-9 S 30 '49

### Medium relations

Habit of limitations in agency schedules. S. Rovner. Ed & Pub 81:14 N 13; 12 N 27 '48

### Offices

Agency redecorates. il Adv & Sell 42:66-7 F '49
Layout of a small agency; Foltz-Wessinger, inc. il plan Adv & Sell 42:60-1 Ja '49
New lobby for an old agency; D'Arcy advertising co. il Adv Agency 42:54-5 Jl '49
Six helpful ideas in agency office design. il Adv Agency 42:64-5 S '49

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### Production departments

Agencies' number one production problem; lack of sufficient time. J. Farley. il Adv Agency 42:58+ S '49

Uniform system reduces complication in agency production department. L. A. Sheneman. il Ptr Ink 228:38-9 S 30 '49

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How Ayer does public relations. M. Murphy. il Adv Agency 42:46-7+ Jl '49

How to make agency public relations pay. F. E. Brill. il Adv Agency 42:76-7 My '49

Tuesday in public relations; Newell-Emmett help agency clients put best foot forward. il Adv & Sell 41:60-1 N '48

### Reports

Agency annual report. il diag Adv Agency 42:70-1 Ag '49

### Research departments

How can the advertising agency assist the sales manager? four areas in which agency research can supply facts. R. D. Crisp. Ptr Ink 228:31-3+ S 23 '49

Research and merchandising in a modern advertising agency; McCann-Erickson. S. H. Britt. J Marketing 13:506-10 Ap '49

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How Fitch selected a new advertising agency; a step-by-step case history. G. Fitch. Ptr Ink 225:26-8 D 24 '48

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Food ads need agency's touch. L. L. Wolff. Ed & Pub 82:16 Ag 20 '49

How agencies can help clients on sales problems; what agencies can do on schedules, sales presentations, displays, and sales plans. W. E. Palmer. Adv Agency 42:82+ My '49

How agencies should work with dealers. W. Seiler. Adv Agency 42:56-7+ Ag '49

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How to organize an industrial writing service; Cramer-Krasselt co. service for industrial clients and publications. W. Seiler. Adv & Sell 42:76+ Ap '49

Kastor formula; newspaper ads get readers and sales. G. A. Brandenburg. Ed & Pub 82:12+ F 19 '49

Research and merchandising in a modern advertising agency; McCann-Erickson. S. H. Britt. J Marketing 13:506-10 Ap '49

### Space buyers

Eight space buying maladies and how to cure them. J. T. Chirurg. il Ind Marketing 34:36-7+ Jl '49

Marjorie La Neve insists space buying is a sexless thing. J. L. Collings. Ed & Pub 81:16 D 11 '48

Media man's viewpoint. D. B. Arnold. Adv & Sell 41:84+ S; 78+ N; 78+ D '48; 42:76+ Ja; 82+ F; 134+ Mr; 96+ Ap; [cont as] Adv Agency 42:78 Je; 76 Jl; 73 Ag; 72 S; 95 O '49

Space and time buyers answer six questions asked by media; P.I. and Media men's assn. of New York cooperate in questionnaire. R. Manville. Ptr Ink 228:34-5 Ag 5 '49

Space buyer needs to mend his ways too. J. G. Rose. Ptr Ink 228:40 S 30 '49

Space buyer's job; how to get a position. S. Rovner. Ed & Pub 81:16 D 25 '48

### Television departments

Agencies pace clients by setting up departments for television before sponsors nibble at new medium. B. Tolk. Ptr Ink 225:93+ N 26 '48

Can an advertising agency handle television at a profit? T. F. Harrington. il Adv Agency 42:48-51 My '49

How agencies can control the cost of filming tv commercials. H. Warden and T. Sherburne. il Ptr Ink 225:36-9+ D 17 '48

**ADVERTISING agencies, American association of.** See American association of advertising agencies

**ADVERTISING and employees**

Lever employes say o.k. on advertising booklet explaining multi-million dollar budget. B. Priestley. il Sales Management 62:89-91 Ap 15 '49

**ADVERTISING and salesmen**

Agencies and sales management. W. Seiler. Adv Agency 42:50+ Jl '49

Back your salesmen with advertising's fire power. D. F. Austin. Ind Marketing 34:33+ Jl '49

Direct-mail campaign doubles sales of X-ray equipment; consumer mailings to dentists; contacts with dealers' salesmen. C. J. Swan. il Ptr Ink 226:26-7 Ja 28 '49

Don't oversell advertising by underselling the salesman. W. Seiler. Adv & Sell 41:34 D '48

Give your ad reprints a lift; merchandise your advertising to the sales staff. F. R. Hawkins. il Ptr Ink 226:42-3 Mr 25 '49

How agencies can help clients on sales problems; what agencies can do on schedules, sales presentations, displays, and sales plans. W. E. Palmer. Adv Agency 42:82+ My '49

How to get more out of your display material dollars; program of General foods corp. P. Lillard. Ptr Ink 228:28-9 S 2 '49

How we dramatize our advertising story to our salesmen; sales conference room displaying ads and media; Mirro aluminum co. R. L. Pritchard. il diag Ptr Ink 228:42+ S 9 '49

How we make our house organ help our salesmen sell; SoundScriber. J. J. McKeon. il Ptr Ink 226:36-7 F 25 '49

In the buyer's seat; salesmen can help copy writers. Aesop Glim. Ptr Ink 227:69 My 20 '49

Let the salesman participate in making advertisements. W. Seeley. Ptr Ink 227:35 Je 24 '49

Once I was a copy writer, now I'm selling. A. J. Griffin. Ptr Ink 227:132 Ap 8 '49

Our salesmen sell our advertising as well as our merchandise; White Stag sports wear. J. A. Hervin. il Ptr Ink 226:36-8 F 4 '49

Portfolio sells agents on sharing company investment in direct mail; Central manufacturers' mutual insurance co., Van Wert, Ohio. C. J. Swan. il Ptr Ink 228:32-3 S 16 '49

Put pep into your salesman when you give him a lead. S. L. Smith. Ptr Ink 226:34-5 F 18 '49

Sales angles. H. Simmons. Adv & Sell 42:46 F '49

Salesman looks at advertising copy. R. W. Lake. Adv & Sell 42:41-2 Ap '49

Should we pre-sell prospects by advertising our salesmen? B. Bigelow. il Sales Management 62:45-6+ Ap 15 '49

Six sales objectives business-paper advertising can achieve; fact-gathering system of R. G. Le Tourneau. il Ptr Ink 229:29-32 O 21 '49

So your salesmen are critical of company advertising? R. M. Gibbs. Ptr Ink 225:34-5 D 17 '48

These salesmen used advertising; Mason shoe manufacturing co. and Ruthrauff & Ryan, increased sales 500 per cent in eight years by careful media selection and salesmen-use of advertising reprints. H. Flarsheim. il Adv Agency 42:69+ S '49

We make the salesman part of the advertising team; Sun oil co. L. H. Fritz. il Ptr Ink 226:27-9 Mr 4 '49

What letters can do for your salesmen. J. H. Stoneking. Ind Marketing 34:58+ Je '49

When advertising and sales are coordinated, you get sales results. H. L. Stephen. il Ptr Ink 225:35-7+ N 26 '48

**ADVERTISING appropriations**

Ad bureau issues data on '48 newspaper budgets; complete listing of 1948 expenditures; tabulation. Ed & Pub 82:3-4, 49-58 Jl 23 '49

Advertising budget method. Ind Marketing 33:41-4+ D '48

Advertising outlays under oligopoly. R. W. Jastram. R Econ & Stat 31:106-9 My '49

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Advertising ratios planned by large-scale advertisers. R. W. Jastram. J Marketing 14:13-21 Jl '49

ANA releases preliminary report in appropriation study. Ptr Ink 229:66 O 14 '49

Budget-chipping won't cut distribution cost. S. Rovner. Ed & Pub 82:12 Ja 1 '49

Budget committee releases first study; uses forecasts, sales goals, competitors. Ind Marketing 33:162 N '48

Budgets fret utilities' ad managers. Elec World 132:67 Ag 27 '49

Determining the export advertising appropriation. B. Pollard. Ptr Ink 229:56+ O 14 '49

Don't rock the boat by cutting advertising effort. D. M. Keezer. Ind Marketing 34:44+ Jl '49

How an industrial company sets up an advertising budget. flow chart Sales Management 61:104 N 20 '48

How much should you spend for advertising? C. G. Mortimer, jr. Adv Agency 42:54-5, 125+ My '49

How to allocate the advertising budget for multiple industrial product lines. W. H. Pusch. Ind Marketing 33:44+ D '48

How to keep top management posted on advertising; continuous job for advertising director says P.I. jury. Ptr Ink 228:21-3+ Jl 15 '49

Industrial advertisers boost budgets; 315 industrial companies report percent of sales dollar budgeted for advertising. H. Burnett. Ind Marketing 34:33-5+ F '49

Methods for setting ad budget need overhauling. A. J. Gallager. il Ptr Ink 226:33-5 Mr 18 '49

National advertisers' 1948 expenditures in newspapers; Bureau of advertising study lists 1,102 advertisers of 2,536 products or services that spent $25,000 or more. Ptr Ink 228:45+ Jl 22 '49

Poor Cousin Dustry. R. B. Carland. Ind Marketing 33:40-1+ D '48

Rationale for advertising expenditures. S. Hollander, jr. Harvard Bsns R 27:79-87 Ja '49

Vast majority of leading retailers will maintain or expand their advertising; P.I. survey. V. J. Dallaire. Ptr Ink 228:30-1 Ag 12 '49

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Advanced art is good business when used in the right ads. L. Rondell. il Ptr Ink 227:35-7 Ap 15 '49

For prestige's sake; roundtable discussion in Milwaukee. il Bsns W p38+ D 18 '48

How art can give your advertising positive identification and greater impact. E. C. Allen. il Ptr Ink 225:43-5 N 19 '48

Modern publicity, 1942-48. F. A. Mercer and C. Rosner, eds. 136p $8 Studio publications, 381 Fourth av, New York '48

Portrait of a perfect art director; a copy supervisor's view. G. Toogood. Adv & Sell 42:77-8 Ap '49

Travelers' road show of advertising art; the New England insurance company has a two-way use for its unique advertising illustrations. J. G. Leach. il Adv & Sell 42:35 F '49

27th annual of advertising and editorial art; reproductions from the annual National exhibition of advertising and editorial art shown at the Grand Central galleries from June 1 to 19, 1948. 353p $7.50 Pitman pub. corp, 2 W. 45th st, New York 19 '48

*See also*

Advertisements—Design

Advertisements, Pictorial

Advertising agencies—Art departments

Posters

### ADVERTISING artists

Advertising art and artists. R. H. Hogan. Ind Marketing 34:44+ Ap '49

How to get an art job. H. Davidson. Ptr Ink 226:44-6+ Mr 18 '49

#### Directories

Official directory, American illustrators and advertising artists, 1949. 103p pa $6 American federation of arts, 1262 New Hampshire av, N.W. Washington 6 '49

### ADVERTISING as a profession

Adding up the score. W. Weir. Ptr Ink 229:144 O 7 '49

College graduates, finding few advertising jobs, told to try other openings; agencies offer no hope. M. F. Harris. Ptr Ink 227:75+ Je 24 '49

Don't wake me, I'm dreaming; yearning for little country ad agency all my own. Ptr Ink 227:40+ Je 3 '49

Hardest sales job, selling tolerance to advertising profession. P. W. Burton. Ptr Ink 226:138 Ap 1 '49

Is there a shortage of creative talent in advertising? L. Terzian. Ptr Ink 228:138 S 16 '49

Open-door policy. W. B. Downes. Ptr Ink 226:126 Mr 11 '49

To the new generation in advertising. W. L. Day. Adv Agency 42:50-1+ Je '49

Women in advertising. Ptr Ink 227:23-6+ Je 3 '49

*See also*

Advertising artists

Advertising copywriters

Advertising hall of fame

### ADVERTISING associations

#### Directories

Directory of associations. Adv & Sell 41:41-2+ O; 88 N '48

### ADVERTISING awards

Annual advertising awards, 1948. il Adv & Sell 42:1-22 Mr '49

ABP business-paper advertising contest winners; 74th annual competition, Philadelphia. il Ptr Ink 227:30-1+ My 6 '49

ABP names 21 points common to winning ads. Ind Marketing 34:126 Je '49

Business leaders win Syracuse University awards as city celebrates first advertising week. N. Kelne. il Ptr Ink 226:99+ Ap 1 '49

DMAA makes 122 awards for top mail campaigns. Ind Marketing 33:147 N '48

Eight companies win top honors in NIAA advertising contest. il Ind Marketing 34:40-1 Jl '49

42 industrial advertisers win ABP awards. M. Kingman. il Ind Marketing 34:36-7 My '49

How well do ads do their jobs? Cleveland advertising club invites local and national advertisers to submit their campaigns. Sales Management 62:86-7 Ap 1 '49

N.Y. art directors' awards. Ptr Ink 226:101 Mr 18 '49

122 best direct-mail campaigns cited by DMAA. Ptr Ink 225:96 O 1 '48

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Bigger budget, more point-of-purchase advertising meets decreasing market; dealers shown how to display and merchandise Washington state apples. L. F. Thomann. il Ptr Ink 228:36-7 S 2 '49

Campaign failed. Aesop Glim. Ptr Ink 228:68-9 Jl 15 '49

Drexel turns off season into million dollar sales harvest. B. R. Tuxford. il Sales Management 63:37-9 Ag 1 '49

How Holland is building a $10,000,000 market for bulbs. M. Herbst. il Ptr Ink 229:35-7+ O 14 '49

How well do ads do their jobs? Cleveland advertising club invites local and national advertisers to submit their campaigns. Sales Management 62:86-7 Ap 1 '49

Lennox Furnace copy tells story in dialogue. G. A. Brandenburg. il Ed & Pub 82:24 Ap 16 '49

Marketing program behind Amm-i-dent's spectacular rise; editorial- and pictorial-style advertisements. G. J. Abrams. il Ptr Ink 227:25-7+ Ap 22 '49

New '49 campaigns, the complete line. il Ind Marketing 34:77-8+ Mr '49

Pacific Mills nurses a stepchild product to volume and profits. A. C. Weick. il Sales Management 61:68+ D 1 '48

Pears' soap re-enters American market at a small promotional cost; distribution in 3,148 stores costs less than $2 on outlet. W. J. Manning, jr. il Ptr Ink 228:38-40 S 23 '49

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RMA's Hartford plan swells radio set sales by 150 per cent; dealers promote multiple set ownership by newspapers, radio and display. V. J. Dallaire. il Ptr Ink 226:40-1 Ja 21 '49

Regional advertiser ups budget and steals spotlight from larger competition; Delta air lines, Atlanta. C. J. Swan. il Ptr Ink 226:34-5 Mr 11 '49

Tailor-made ads help Hunt Foods' success. T. Cameron. Ed & Pub 82:14 Jl 30 '49

Trade, cooperative and direct-mail advertising introduce a quality line; Olga corsets and brassieres. L. F. Thomann. il Ptr Ink 227:39 My 6 '49

Zealous product policing builds prestige for Styron label. E. M. Kelley. il Sales Management 61:134+ N 10 '48

Special weeks and days

How an industry united to boost its sales; Buy it baked week in Peoria. M. G. French. il Am Bsns 19:28+ Ap '49

International printing week to be observed by graphic arts organizations. Inland Ptr 122:91 D '48

1949 merchandising days and weeks; 11th annual Printers' Ink compilation. Ptr Ink 225: 74+ N 19 '48

Testing

General Mills to invest $125,000 in copy tests. Sales Management 61:92-3 D 15 '48

How well do ads do their jobs? Cleveland advertising club invites local and national advertisers to submit their campaigns. Sales Management 62:86-7 Ap 1 '49

Why did this contest flop? Brown's baked beans. C. J. Swan. il Ptr Ink 228:38-9 Ag 5 '49

Woolworth to conduct big newspaper test. S. Rovner. Ed & Pub 82:14 My 14 '49

**ADVERTISING cards**

Politz study shows size, characteristics of New York subways advertising audience. E. J. Dever, jr. Ptr Ink 229:78 O 21 '49

**ADVERTISING characters**

How an outline grew into a strong-selling trade character; Insurance company of North America's Man in White. A. Joyce. il Ptr Ink 228:72+ S 16 '49

How to select a trade character that will do a selling job; National Carbon's new cat. A. H. Little. il Ptr Ink 228:35-7 S 30 '49

**ADVERTISING clubs**

Oregon ad club's flying squadron tours cities to promote more effective local advertising. L. F. Thomann. Ptr Ink 227:100 Je 24 '49

**ADVERTISING contracts**

Agency fee system and how it works; Cowan & Dengler's 15 per cent commission arrangement. S. D. Cowan, jr. Adv Agency 42:60, 80, 117 Jl '49

What to include in the agency-client contract. M. J. Simon. Adv & Sell 41:56 N '48

**ADVERTISING copy**

Advertising by entertainment. Aesop Glim. Ptr Ink 226:76 Mr 25 '49

Advertising copy pulls if it's beamed right. F. E. Fehlman. Ed & Pub 82:36 Jl 30 '49

Advertising dictionary of selling words, phrases, and appeals. H. Ronson. 365p $5 Ronald press co, 15 E. 26th st, New York 10 '49

Business paper copy. Aesop Glim. Ptr Ink 228:81 S 23; 229:90 O 7 '49

Copy clinic. B. Tyler. il Adv & Sell 42:57-9 Ja '49 [cont monthly]

Copy research, its limitations and possibilities. C. A. Pooler. Adv & Sell 42:72+ F '49

Copy that clicked; Bankers trust co. tax law ad. R. Manville. il Ptr Ink 226:47 Mr 18 '49

Copy that clicked; Lane Bryant catalog offer. R. Manville. il Ptr Ink 226:43 F 25 '49

Do we really want more sell in advertising? C. Spence. Ptr Ink 229:142 O 14 '49

Double-check system for clearing technical ad copy; Lederle division of American cyanamid co. Sales Management 62:88+ Mr 1 '49

Easiest way to write the best copy; achieve a wedding of product and prospect. R. M. Van Hook. Ptr Ink 227:48+ Je 24 '49

Editor looks at advertising; fitting copy to medium. H. Valentine. Adv Agency 42:50+ S '49

Fundamentals of effective advertising copy. M. Williamson. Ptr Ink 229:47 O 7 '49

Fundamentals of writing direct-mail copy. E. N. Mayer, jr. il Ptr Ink 227:40-2+ Je 24 '49

How to advertise to business men; product strategy. H. G. Sawyer. il Ind Marketing 34:42-4+ F; 51+ Mr; 40-1+ Ap; 50+ My; 38-9+ Je; 48+ Jl; 42-3+ Ag; 60+ S; 36-7+ O '49 (to be cont)

It behooves us to know what has rung the cash register. J. A. H. Rehm. Adv Agency 42:96 Je '49

Lennox Furnace copy tells story in dialogue. G. A. Brandenburg. il Ed & Pub 82:24 Ap 16 '49

Let the salesman participate in making advertisements. W. Seeley. Ptr Ink 227:35 Je 24 '49

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**Advertising**

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Advertising agencies—Research
Market research

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Allyl alcohol
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Butyl alcohol
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Hydrogen ion concentration

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American association of railway surgeons; brief history. E. H. Vincent, comp. Ind Med 17:451-2 N '48

Annual meeting, 60th, Chicago, Nov. 21-23; with text of symposium on low back pain. Ind Med 18:1-28 Ja '49

**AMERICAN association of state highway officials**

Annual meeting, 34th, Salt Lake City, Sept. 19-24. Eng N 141:39+ S 30 '48; Roads & Sts 91:62-5 N '48

**AMERICAN association of textile chemists and colorists**

AATCC contributions to industry. H. F. Herrmann. Am Dyestuff Rep 37:861+ D 27 '48

Annual meeting, Augusta; abstracts of papers. Textile World 98:118-19+ D '48

Broadcast from station WBBQ, Augusta, Ga. national convention, Oct. 23. Am Dyestuff Rep 38:56-7+ Ja 24 '49

Council meeting, 163d, New York, Sept. 24. Am Dyestuff Rep 37:743-4 N 15 '48

Council meeting, 165th, New York, Jan. 28. Am Dyestuff Rep 38:262-6 Mr 21 '49

Council meeting, 166th, New York, March 25. Am Dyestuff Rep 38:405-6 My 16 '49

Inner workings of research. J. R. Bonnar. Am Dyestuff Rep 38:486-7 Je 27 '49

President's address. H. F. Herrmann. Am Dyestuff Rep 37:863+ D 27 '48

**Committee on research**

Meetings, 155th and 156th. Am Dyestuff Rep 37:780-4 N 29 '48

Meeting, 157th, New York, Jan. 28. Am Dyestuff Rep 38:211-12 Mr 7 '49

**AMERICAN association of university teachers of insurance**

Annual meeting, Cleveland, Dec. 28-29. Nat Underw 52:1 D 30 '48; Nat Underw (Life ed) 52:3+ D 31 '48; Weekly Underw 160:5+, 144+ Ja 1-8 '49

**AMERICAN association of variable star observers**

Amateur astronomer. A. G. Ingalls. il diags Sci Am 180:60-3 Ja '49

**AMERICAN bakers association**

Annual meeting, Chicago, Nov. 4-6. Food Ind 20:1783-4 D '48

**AMERICAN bankers association**

Annual convention, San Francisco, Oct. 30-Nov. 2; picture gallery of leaders; program. Banking 42:137-46 S '49

Annual convention, San Francisco; supplement to program. il map Banking 42:20+ O '49

**Savings and mortgage division**

Annual eastern savings and mortgage conference, New York, March, 14-15; with summaries of papers. Banking 41:89-91+ Ap '49

Western savings and mortgage conference, San Francisco, April 4-5. Banking 41:85-6 My '49

**Trust division**

Annual mid-winter trust conference, 30th, New York, Feb. 7-9. Trusts & Estates 88:76-8 F '49

Mid-continent trust conference, 17th, Chicago, Nov. 4-5. Trusts & Estates 87:469-76+ D '48

Midwinter trust conference, 30th, New York; with abstracts of papers. Banking 41:84-6+ Mr '49

Proceedings of 22d Western regional trust conference, Portland. Trusts & Estates 87: 375-6, 405-36 N '48

Western regional trust conference, 23d, Salt Lake City, Aug. 17-19; proceedings. Trusts & Estates 88:528-31 S '49

**AMERICAN bankers association telegraph code.** See Telegraph codes

**AMERICAN bar association**

**Insurance section**

Annual meeting, St Louis. Nat Underw 53: 2+ S 8 '49; Nat Underw (Life ed) 53:1 S 9 '49; Weekly Underw 161:608-9 S 10 '49

Chairman and vice chairmen named. East Underw 49:20 N 12 '48

Insurance lawyers do constructive work. H. W. Nichols. Weekly Underw 160:40-1 Ja 1 '49

Work of section; abstracts. H. W. Nichols. Weekly Underw 161:601+ S 10 '49; East Underw 50:32+ S 9 '49

**AMERICAN Bemberg corporation**

Annual report. Comm & Fin Chr 169:2633 Je 20 '49

**AMERICAN board of preventive medicine and public health**

Formation. Pub Health Rep 64:512-15 Ap 22 '49

**AMERICAN Bosch corporation**

Consolidation approved with Amra corp. Comm & Fin Chr 169:1217 Mr 21 '49

**AMERICAN bottlers of carbonated beverages**

Annual convention, 30th, Atlantic City. Food Ind 21:60-1 Ja '49

**AMERICAN box board company**

Bonds offered. Comm & Fin Chr 169:897 F 28 '49

New mill to cut cost. Barron's 29:42 Je 6 '49

**AMERICAN broadcasting company**

Newcomers on the New York stock exchange. Mag of Wall St 83:398 Ja 15 '49

**AMERICAN bryological society**

Name recently adopted by Sullivant Moss society. Science 108:700 D 17 '48

**AMERICAN bureau of shipping**

Annual meeting, 87th, New York, Jan. 25. Weekly Underw 160:316-17 Ja 29 '49

Board of managers semi-annual meeting, New York. Marine Eng 54:65-7 S '49

**AMERICAN butter institute**

Annual meeting, 40th, Chicago, Nov. 4-5. Food Ind 20:1799-800 D '48

**AMERICAN car and foundry company**

Annual report, 50th. Comm & Fin Chr 170: 268-9 Jl 21 '49

**AMERICAN ceramic society**

Advisory committee for federal agencies formed. Glass Ind 30:444 Ag '49

Annual meeting, Cincinnati, April 24-28. Chem & Eng N 27:1366 My 9 '49

Annual meeting, Cincinnati, April 24-28; list of representatives of material and equipment companies and program. Brick & Clay Rec 114:46-51, 53+ Ap '49

Annual meeting, 51st, Cincinnati, April 24-28; with abstracts of papers. Brick & Clay Rec 114:42-3+ My; 85, 88 Je '49

Annual meeting, 51st, Cincinnati, April 24-28; abstracts of papers presented before Refractories session. Brick & Clay Rec 114: 52+ My '49

Annual meeting, 51st, Cincinnati, April 24-28; abstracts of Refractory division papers. Iron Age 165:56-7 Je 9 '49

Annual meeting, 51st, Cincinnati, April 24-28; program. Cer Ind 52:67-8+ Ap '49

Annual meeting, 51st, Cincinnati, April 24-28; with abstracts of papers. Cer Ind 52: 51+ My '49

Annual meeting, 51st, Cincinnati; photographs, sketches of officers, etc. Am Cer Soc Bul 28:195-207 My 15 '49

Annual meeting, 51st, Cincinnati; program. Am Cer Soc Bul 28:107-37 Mr 15 '49

Constitution, by-laws, rules, etc. Am Cer Soc Bul 28:57-72 F 15 '49

Directory of corporation members. Am Cer Soc Bul 28:298-314 Ag 15 '49

President's report to the Society. J. W. Whittemore. Am Cer Soc Bul 28:167-8 Ap 15 '49

**Glass division**

Annual meeting program, 30th; with abstracts of papers. Glass Ind 30:201-4+ Ap '49

Annual meeting, 30th, Cincinnati, April 24-28; with abstracts of papers. Glass Ind 30:326-30+ Je '49

Autumn meeting, 20th, Bedford Springs, Pa. Glass Ind 29:621-2+ N '48

**Pittsburgh section**

History. Am Cer Soc Bul 28:295-7 Ag 15 '49

**AMERICAN chemical society**

ACS membership memorandum. B. D. Van Evera. Chem & Eng N 27:1053-4 Ap 11 '49

Board of directors minutes of meeting, Dec. 4. Chem & Eng N 26:3825-7 D 27 '48

Board of directors' minutes, June 4, 1949. Chem & Eng N 27:1934-5 Jl 4 '49

Council meeting, Atlantic City, Sept. 19. Chem & Eng N 27:2774 S 26 '49

Council raises dues and publication rates. Chem & Eng N 27:1036-40 Ap 11 '49

Meeting, 115th, San Francisco; with abstracts of important papers. Chem & Eng N 27: 1124-44 Ap 18 '49

Meeting, 116th, Atlantic City, Sept. 18-23; preliminary program. plan Chem & Eng N 27:1724-9 Je 13 '49

Meeting, 116th, Atlantic City, Sept. 18-23; with abstracts of papers. Chem & Eng N 27:2832-9, 2899-934 O 3-10 '49; Midwest Eng 2:23-4 O '49

**AMERICAN chemical society**—*Continued*

National meeting, 115th, San Francisco, March 27 to April 1; final program. il Chem & Eng N 27:590-614 F 28 '49

National meeting, 116th, Atlantic City, Sept. 18-23. Science 110:409-10 O 14 '49

National meeting, 116th, Atlantic City, Sept. 18-23; final program. Chem & Eng N 27: 2330-64 Ag 15 '49

Official reports for 1948. Chem & Eng N 27: 509-40 F 21 '49

Official reports, 115th meeting, San Francisco; board of directors minutes; Council minutes, etc. Chem & Eng N 27:1289-312 My 2 '49

Preliminary program, 115th national meeting, San Francisco, March 27-April 1, 1949. Chem & Eng N 26:3758-62; 27:493-5+ D 20 '48, F 21 '49

**Paint varnish and plastics chemistry division**

Paint, varnish, and plastics 25th anniversary program, Chicago, April 22. Ind & Eng Chem 41:251-79 F '49

**Petroleum division**

Meeting, San Francisco, March 27-April 1. Oil & Gas J 47:44 Ap 7 '49

**Rubber division**

Fall meeting, Detroit, Nov. 8-10. India Rubber World 119:352-4 D '48

Fall meeting, Detroit, Nov. 8-10; abstracts of papers. Chem & Eng N 26:3480-1 N 22 '48

Fall meeting, Detroit, Nov. 8-10; program and abstracts of papers. Rubber Age 64: 63-7 O '48; India Rubber World 119:222-5 N '48

Meeting, 54th, Boston, May 23-25. Chem & Eng N 27:1720-1 Je 13 '49

Meeting, 54th, Boston, May 23-25. India Rubber World 120:348-50 Je '49; Rubber Age 65:316-17 Je '49

Meeting, 55th, Atlantic City, Sept. 21-23. India Rubber World 121:75-6 O '49

**AMERICAN chemical society news service**

Advisory board appointed. Chem & Eng N 27: 1274-5 My 2 '49

**AMERICAN college of life underwriters**

C.L.U. recognition; challenge and responsibility. R. Dechert. Life Ins Courant 53: 8-9+ D '48

Completes 21 years of work. Weekly Underw 159:1288 N 27 '48

New building dedicated. East Underw 49:6 D 10 '48; Weekly Underw 159:1396+ D 11 '48

Reese secretary of American College; new trustees elected. Nat Underw (Life ed) Daily ed 53:26-7 S 15 '49

**AMERICAN commission on stratigraphic nomenclature**

Records of the Stratigraphic commission for 1947-1948. bibliog diag Am Assn Pet Geologists Bul 33:1271-82 Jl '49

**AMERICAN concrete institute**

Annual meeting, 45th, New York. Eng N 142:31 Mr 3 '49

Annual meeting, 45th, New York, Feb. 23-25. Am Concrete Inst J 20:sup3-19 Ap '49; Concrete 57:14+ Ap '49; Rock Prod 52:184-5+ Ap '49

Board adopts report on ACI goals and staff to attain them. Am Concrete Inst J 20: sup3-6 N '48

**AMERICAN concrete pipe association**

Annual meeting, 41st, Richmond, March 10-12. Concrete 57:24+ Ap '49; Rock Prod 52: 113-15 My '49

**AMERICAN conference of governmental industrial hygienists**

Meeting, Detroit, April 2-4. Ind Med 18:299-302 Jl '49

**AMERICAN congress on surveying and mapping**

Annual meeting, 9th, Washington, June 8-10. Eng N 142:13 Je 16 '49

**AMERICAN council on education for journalism**

Meeting. Ed & Pub 82:15 Ap 30 '49

**AMERICAN cyanamid company**

Organization; Chemical engineering division, Stamford laboratories. A. A. Lynch. Ind & Eng Chem 40:2011-13 N '48

**AMERICAN drug manufacturers association**

Annual meeting, 37th, Boca Raton, Fla. April 4-7; abstracts of papers. Oil Paint & Drug Rep 155:4+ Ap 11 '49

Meeting, Boca Raton, Fla. April 4-7. Chem & Eng N 27:1209 Ap 25 '49

**AMERICAN electroplaters society**

Annual meeting, 36th, Milwaukee. Materials & Methods 30:69 Ag '49

Annual meeting, 36th, Milwaukee, June 27-30. Metal Finishing 47:40-1 Ag '49

Annual meeting, 36th, Milwaukee, June 27-30; program; International fellowship club. Metal Finishing 47:63-71 Je '49

Annual meeting, 36th, Milwaukee, June 27-30; with abstracts of papers. Iron Age 164: 91-7 Ag 11; 71-5 Ag 25 '49; Steel 125:110+ Jl 18 '49

**AMERICAN federation of labor**

Annual conventions of the AFL and CIO. N. M. Bortz and others. Mo Labor R 68:2-6, 12-13 Ja '49

Face lifting; reluctantly A.F. of L. goes into politics. Fortune 40:194+ O '49

Organized labor takes the offensive; reports on A.F.L. and C.I.O. conventions. Bsns W p 100-7 D 4 '48 [reprints 20c]

**AMERICAN federation of musicians**

Musical publicity; S. Klein store and musicians' union sponsor outdoor band concerts. Bsns W p75 My 7 '49

Welfare fund; musicians union and recording companies. Bsns W p 103 N 6 '48

**AMERICAN foundrymen's society** (formerly American foundrymen's association)

Annual meeting, 53d, St Louis, May 2-5; program, committee members, awards. Foundry 77:86-97+ My '49

Annual meeting, 53d, St Louis, May 2-5; with abstracts of papers. Iron Age 163:90-3 My 12 '49; Foundry 77:68-73+ Je; 91+ Jl '49

**AMERICAN gas and electric company**

Bids for equity capital. Barron's 29:39 Jl 11 '49

Declares larger cash dividend on common stock. Comm & Fin Chr 169:2746 Je 27 '49

Stock offered. Comm & Fin Chr 170:1490 O 17 '49

**AMERICAN gas association**

A.G.A. gets soil Redox probe patent. Am Gas Assn Mo 31:37 Ja '49

A.G.A. spurs water heating drive. Am Gas Assn Mo 31:3-4+ Mr '49

Annual meeting, 30th, Atlantic City, Oct. 4-8. Heat & Ven 45:103-5 N '48

Annual meeting, 30th, Atlantic City, Oct. 4-8; with abstracts of papers. Gas Age 102:25-41+ O 28 '48; Am Gas Assn Mo 30: 2-10+ N '48; Am Gas J 169:11-19+ N '48; Pub Util 42:681-6 N 4 '48

Domestic research and utilization conference, Cleveland, March 31-April 1. Am Gas Assn Mo 31:10-11 My '49

Industrial and commercial accomplishments and plans. B. T. Franck. il Gas Age 103: 33-6+ Ja 6 '49

Manufactured gas department. H. H. Cuthrell. il Gas Age 103:30-1+ Ja 6 '49

PAR program brings results. Am Gas Assn Mo 30:3-5+ D '48

Technical section; production and distribution activities. W. R. Fraser. Gas Age 103: 41-2+ Ja 6 '49

Ten minutes with the accountants. L. E. Reynolds. Gas Age 103:32+ Ja 6 '49

**Appliance testing laboratory**

American gas association serves both consumer and industry. il Ind Stand 19:173-4 N '48

A.G.A. testing laboratories experience record year. A. F. Bridge. Gas Age 103:43+ Ja 6 '49

Gas appliance testing speeded. Am Gas Assn Mo 31:30 S '49

Laboratories push utilization work. Am Gas Assn Mo 31:22+ Mr '49

**Natural gas department**

Spring meeting, 44th, Frenck Lick, Ind. May 9-10; with abstracts of papers. Am Gas Assn Mo 31:2-6+ Je '49; Am Gas J 170:11-14 Je '49; Gas Age 103:23-6+ My 26 '49

**AMERICAN gas association monthly (periodical)**

A.G.A. Monthly wins third award in the annual contest sponsored by International council of industrial editors. Am Gas Assn Mo 31:16+ Je '49

**AMERICAN gear manufacturers association**

Annual meeting, 33d, Hot Springs, June 5-8. Steel 124:57 Je 13 '49; Mach 55:206-7 Jl '49

Annual meeting, 33d, Hot Springs, June 5-8; with abstracts of papers. Iron Age 163:93-5 Je 16 '49

Semi-annual meeting, Chicago, Oct. 25-27. Am Mach 92:134 N 18 '48

**AMERICAN geological institute**

Annual meeting, 1st, Washington. Am Assn Pet Geologists Bul 33:727-8 My '49

Geological societies form over-all institute. Min Eng 1:sec1 14 Ja '49

Meeting of directors, and officers of new Institute, 1st, Washington, Nov. 15-16. Science 108:641 D 3 '48

Member organizations; officers. Science 109:620 Je 17 '49

What is the American geological institute? Oil & Gas J 47:141 D 2 '48

**AMERICAN geophysical union**

Annual meeting, 30th, Washington, D.C. Eng N 142:15-16 My 19 '49

**AMERICAN greeting publishers, inc.**

Successful community relations. Factory Management 106:75 D '48

**AMERICAN heritage foundation**

Levinson helped stir up enthusiasm about our country; winner in P.I. Employee relations competition. Ptr Ink 225:52+ N 19 '48

**AMERICAN home products corporation**

Wider margins coming. Barron's 29:42 Ap 25 '49

**AMERICAN independent oil company**

Forms Mexican unit. Comm & Fin Chr 169:1557 Ap 11 '49

**AMERICAN institute for foreign trade**

Manpower for America's foreign trade. J. Garth. il Am Bsns 19:12-13+ Jl '49

**AMERICAN institute for property and liability underwriters**

Annual meeting, Dallas. Nat Underw 53:1 O 6 '49

106 persons awarded CPCU designations. East Underw 50:20 Ag 12 '49; Nat Underw 53:1+ Ag 11 '49

**AMERICAN institute of accountants**

Annual meeting, 61st, Chicago; abstracts of papers. J Account 86:382-8 N '48

Retiring president says profession exerts wide influence on outside world. G. D. Bailey. J Account 86:476-7 D '48

**Bulletins**

Research bulletins on presentation of income; annuity costs based on past services; complete texts of bulletins nos. 35 and 36. J Account 86:461-3 D '48

Why Accounting research bulletin no. 35 was issued. C. G. Blough. J Account 87:32-4 Ja '49

**AMERICAN institute of actuaries.** See Society of actuaries

**AMERICAN institute of architects**

Annual convention, 81st, Houston, March 15-19. Arch Forum 90:16-16d Ap '49; Brick & Clay Rec 114:30-1 Ap '49; Arch Rec 105:86-91 My '49

**AMERICAN institute of banking**

Annual convention, 47th, Portland, Ore. Banking 42:50-1+ Jl '49

**AMERICAN institute of chemical engineers**

Annual meeting, 41st, New York, Nov. 7-10; with abstracts of papers. Chem & Eng N 26:3476-9 N 22 '48; Chem Eng Prog 44:sup20+ N '48; Oil Paint & Drug Rep 154:7+ N 15 '48

Annual meeting, 41st, New York; technical development highlights. Can Chem & Process Ind 32:1110-11 D '48

Meeting, 42d, Pittsburgh, Dec. 4-7; program. Chem Eng Prog 45:sup9-10+ O '49

Newly elected officers; portraits. Chem Eng Prog 44:sup 17 D '48

Regional meeting, Los Angeles, features petroleum and jet combustion advances. Chem Eng Prog 45:sup 11-14+ Ap '49

Regional meeting, Los Angeles, March 6-9. Chem & Eng N 27:910-11 Mr 28 '49

Regional meeting, 2d, Tulsa; with abstracts of papers. Chem Eng Prog 45:sup 15-16+ Je '49

Sessions on energy sources, economics, personnel claim engineers' interest at southwest regional meeting, Tulsa, May 8-11. Chem & Eng N 27:1522-3 My 23 '49

**Canadian regional meeting**

Regional meeting, Montreal, Sept. 6-9. Chem Eng Prog 45:sup 11-12+ O '49

**AMERICAN institute of chemists**

Annual meeting, 26th, Chicago, May 6-7. Chem & Eng N 27:1518-19 My 23 '49

**AMERICAN institute of electrical engineers**

Annual meeting, 65th, Swampscott, Mass. June 20-24; with abstracts of papers. Elec Eng 68:679-91, 698-705 Ag '49

Engineering organization. J. F. Fairman. Elec Eng 68:693-4 Ag '49

Message from the president. E. S. Lee. Elec Eng 68:171 F '49

New prize rules for AIEE technical papers approved by AIEE board of directors. Elec Eng 68:813 S '49

Officers and committees for 1949-50. Elec Eng 68:799-811 S '49

Our institute. E. S. Lee. Elec Eng 68:191 Mr '49

Pacific general meeting, San Francisco, Aug. 23-26. Elec Eng 68:896-900 O '49

Publications services reviewed. Elec Eng 68:348-9 Ap '49

Report of the Board of directors. Elec Eng 68:718-43 Ag '49

Scopes of AIEE technical subcommittees; with list of members. Elec Eng 68:906-19 O '49

Summer meeting, Swampscott, Mass. June 20-24; papers summarized. Elec World 132:69-74 Jl 2 '49

To be or not to be? whether AIEE should confine its interests and activities to those of a strictly technical and educational nature. J. F. Fairman. Elec Eng 68:829 O '49

Winter meeting, New York, Jan. 31-Feb. 4; abstracts of papers. Power Generation 53:82-5+ Mr '49

Winter meeting, New York, Jan. 31-Feb. 4; papers and discussions summarized. Elec World 131:92-100 F 12 '49

**AMERICAN institute of marine underwriters**

Bogardus president; other officers. East Underw 49:26 D 10 '48

**AMERICAN institute of mining and metallurgical engineers**

AIME suffers its worst financial year with operating deficit of $82,000. Min Eng 1:sec2 137-8 Mr '49 [reprinted in J Metals]

Annual meeting reports. Min Eng 1:sec1 26-38 Ap '49

Annual meeting, San Francisco; abstracts of papers. Iron Age 163:104-9 Mr 3 '49; Metal Prog 55:332-5+ Mr '49

Annual meeting, San Francisco, Feb. 13-17. Eng & Min J 150:88-9 Mr '49

Annual meeting, San Francisco, Feb. 13-17. Min Eng 1:sec2 157-67 Ap '49 [reprinted in J Metals]

Bylaws extensively revised. Min & Met 29:681-3 D '48

Directors meeting, New York, March 16. Min Eng 1:sec2 182-3 My '49 [reprinted in J Metals]

Metals branch at annual meeting; reports of technical sessions of three divisions. J Metals 1:sec1 24-8 Ap '49

1949 professional divisions; officers and committees. Min Eng 1:sec1 35-6 Je '49

Officers and committees, 1949. Min Eng 1:sec2 222-32 Je '49 [reprinted in J Metals]

**Extractive metallurgy division**

New metals division. J Metals 1:sec1 4 Ja '49

1949 committees. J Metals 1:sec1 15 Je '49

**Industrial minerals division**

Annual meeting, San Francisco, Feb. 13-17. Rock Prod 52:146+ Ap '49

Fall meeting, St Louis, Oct. 13-16. Rock Prod 51:140-1+ D '48

**AMERICAN institute of mining and metallurgical engineers**—*Continued*

**Institute of metals division**

Annual regional conference, 3d, Springfield, Mass. April 22-23. J Metals 1:sec1 16-17 Je '49
Fall meeting, Philadelphia, Oct. 25-27. Min & Met 29:668-71 D '48
1949 committees. J Metals 1:sec1 14-15 Je '49

**Mineral economics division**

Mineral economics division established. Min Eng 1:sec2 33 F '49 [reprinted in J Metals]

**Petroleum division**

Fall meeting, San Antonio, Oct. 5-7; with abstracts of papers. Oil & Gas J 48:60-1 O 13 '49
Meeting, San Francisco, Feb. 14-16. Oil & Gas J 47:71+ F 17 '49

**AMERICAN institute of nutrition**
Officers. Science 109:527-8 My 20 '49

**AMERICAN iron and steel institute**
Annual meeting, 57th, New York, May 25-26; with abstracts of papers. Steel 124:31-2, 88+ My 30 '49; Iron Age 163:77-81 Je 2 '49
How to be a good neighbor, steel tackles its no. 1 problem; American iron & steel institute is telling its story. il map Sales Management 62:48+ Ap 1 '49

**AMERICAN lead pencil company**
Labor relations at work. il Fortune 40:102-7+ S '49

**AMERICAN leather chemists association**
Annual meeting, 45th, Spring Lake, N.J. June 22-24. Chem & Eng N 27:2000 Jl 11 '49

**AMERICAN life convention**
ALC regionals end. Nat Underw (Life ed) 53: 2+ Ap 29 '49
Annual meeting, 44th, Chicago. East Underw 50:1+, 4-10+ O 7 '49; Nat Underw (Life ed) 53:29-40 O 7; 1+ O 14 '49; Weekly Underw 161:898-908+ O 8 '49
Committees named. Nat Underw (Life ed) 52:2 D 3 '48
Five periods of history of A.L.C. C. M. Cartwright. Nat Underw (Life ed) 53:8+ Mr 25 '49
Joint committee of ALC and LIAA. East Underw 50:33 Ja 14 '49; Nat Underw (Life ed) 53:1 Ja 14 '49
Medical section annual meeting, Hot Springs, Va. June 23-25. Nat Underw (Life ed) 53: 1+ Je 24 '49; Weekly Underw 160:1608-9 Je 25 '49; East Underw 50:14 Jl 1 '49
State vice-presidents appointed. Nat Underw (Life ed) 52:5 N 5 '48; Same. Weekly Underw 159:1108 N 6 '48

**AMERICAN light and traction company**
Notes approved by SEC. Comm & Fin Chr 168:2002-3 N 15 '48
Public utility securities. Comm & Fin Chr 169:69 Ja 6 '49

**AMERICAN machine and foundry company**
Securities disturbing investors. J. C. Clifford. Mag of Wall St 84:642-3 S 24 '49

**AMERICAN machine tool distributors' association**
Spring meeting, 25th, Savannah, April 10-12. Steel 124:58 Ap 18 '49

**AMERICAN malacological union**
Officers. Science 110:105 Jl 22 '49

**AMERICAN management association**

**Insurance division**

Meeting, Chicago. East Underw 49:29 D 10; 63 D 17 '48; Nat Underw 52:7-8, 17 D 9 '48; Spectator (Property ed) 14:30-2 D 9 '48
Meeting, New York. East Underw 50:22+, 33+, 36 Je 3; 28 Je 10 '49; Nat Underw 53:19+ Je 2 '49; Nat Underw (Life ed) 53:2 Je 3 '49

**Packaging conference**

Annual exposition and conference, 18th, Atlantic City; program and list of exhibitors. plans Mod Packaging 22:118-19+ Ap '49
Annual packaging conference and exposition, 18th, Atlantic City, May 10-12; with abstracts of papers. Mod Packaging 22:133-42 Je '49
Annual packaging exhibition and conference, 18th, Atlantic City, May 10-12. Chem Eng 56:167-8 Jl '49
Packaging takes the spotlight at AMA's convention and exposition, Atlantic City. il Food Ind 21:768-9 Je '49

**AMERICAN mathematical society**
Meetings. Science 108:524-5 N 12 '48

**AMERICAN meat institute**
Annual meeting, 43d, New York. Food Ind 20: 1629 N '48
Research conference, 1st, Chicago, March 24-25. Food Ind 21:630-1 My '49

**AMERICAN merchant marine conference**
Conference, New York, Oct. 14. Marine Eng 53:50-6 N '48

**AMERICAN mining congress**
Coal division annual conference of committees, Uniontown, Pa. Nov. 9. Min Cong J 34:53-6 D '48
Coal division annual meeting, Cleveland, May 9-12; program, committees, speakers. Min Cong J 35:45-8 Mr; 43-56 Ap '49
Coal division annual meeting, Cleveland, May 9-12; with abstracts of papers. Coal Age 54:102-34 Je '49; Min Cong J 35:40-59+ Je '49

**Western division**

Annual meeting, San Francisco. Min & Met 29:623-4 N '48; Rock Prod 51:142 D '48
Annual meeting, San Francisco, Sept. 20-25; with declaration of policy and abstracts of papers. Min Cong J 34:43-54+ N '48
Annual meeting, Spokane, Sept. 26-28; committee members, officers, program. Min Cong J 35:26-37 S '49

**AMERICAN mutual alliance**
Mutual engineers, underwriters hold joint session, Chicago, June 13-15. Nat Underw 53:25 Je 16 '49; Weekly Underw 160:1509+ Je 18 '49

**AMERICAN news company**
American News stretches its empire. il Bsns W p66+ F 5 '49

**AMERICAN newspaper advertising network**
Members hold ANAN, maintain idea sound. Ed & Pub 82:5-6 Ag 27 '49

**AMERICAN newspaper guild**
ANG cites organizing gain, member loss. Ed & Pub 82:20 Je 11 '49
ANG organizer claims 800 in campus units. D. Willens. Ed & Pub 82:5+ Mr 19 '49
Annual convention, 16th, Columbus, Ohio. Ed & Pub 82:6+ Jl 2; 9+ Jl 9 '49
Contract signed by U.P., Guild; pay increased. Ed & Pub 82:8 Mr 26 '49
Educator urges Guild to drop campus units. N. N. Luxon. Ed & Pub 82:47 Jl 2 '49
Guild contracts show vacation, other gains. D. Willens. Ed & Pub 82:6 Jl 16 '49
Most schools neutral in junior Guild drive. D. Bentel. Ed & Pub 82:5+ Mr 19 '49

**AMERICAN newspaper publishers association**
Annual convention, New York. Ptr Ink 227: 100-1+ My 6 '49
Break-even point is set too high; text of address before ANPA convention. D. W. Howe. Ed & Pub 82:50+ Ap 30 '49
Mechanical conference broadens in scope. V. R. Spitaleri. Ed & Pub 82:46 Ap 30 '49
Mechanical conference, 21st, Chicago. Ed & Pub 82:7+ Je 11 '49

**Bureau of advertising**

All business is local, needs general support. T. S. Irvin. Ed & Pub 82:36 Ja 8 '49
Coast bureau marks its 10th anniversary. Ed & Pub 81:53 N 6 '48

**Library**

Library fund boosted by one-fourth. Ed & Pub 82:36 Ap 30 '49

**AMERICAN numismatic association**
Membership directory; by-laws. (Numismatist v LXI, no 12, sec 2 Dec) 260p pa $1 American numismatic assn, Wichita 1, Kansas '48

**AMERICAN oil chemists' society**
Annual meeting, 40th, New Orleans. Oil Paint & Drug Rep 155:7+ My 16 '49
Fall meeting, 22d, New York, Nov. 15-17. Chem & Eng N 26:3556-7 N 29 '48; Oil Paint & Drug Rep 154:7+ N 22 '48
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**AMERICAN optical company**
American Optical to expand research. Safety Eng 97:57 F '49

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AOA-PAA merger dealt double blow. Aviation W 50:13 My 2 '49
PAA-AOA deal now up to government. W. Kroger. map Aviation W 49:12-13 D 20 '48
Pan-Am.-AOA deal to help all concerned. Barron's 29:36 S 19 '49
PAA-AOA merger hearing ends. C. Adams. Aviation W 51:41-2 Jl 4 '49
PAA-AOA merger hopes strengthened. Aviation W 51:51-2 O 10 '49

**AMERICAN paper and pulp association**
Annual convention, 72d, New York, Feb. 19-24. Inland Ptr 122:73 Mr '49
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**AMERICAN petroleum institute**
API, what it is and isn't. W. R. Boyd, jr. Am Pet Inst Proc 28(1):13-19 '48
API work is basis for inter-industry understanding. J. O. Hills. il Standardization 20:68-70 Mr '49
Annual meeting, 28th, Chicago. Nat Pet N 40:13+ N 17 '48; Oil & Gas J 47:202-4+ N 11 '48; Oil Paint & Drug Rep 154:7+ N 15 '48
Boyd, president of A.P.I. since 1941, to retire in Nov. D. M. Duff. Oil & Gas J 48:33 S 29 '49
Boyd's outline of API's service to oil industry points way to even broader program in the future; editorial. Nat Pet N 40:19-20 N 17 '48
Eastern district of Production division spring meeting, Pittsburgh. Oil & Gas J 47:38+ My 5 '49
Mid-continent district of Production division spring meeting, Tulsa, March 23-25. Oil & Gas J 47:64-5 Mr 31 '49
Pacific coast district of Production division spring meeting, Los Angeles, May 12-13. Oil & Gas J 48:170-1 My 19 '49
Refining division annual meeting, Houston. Oil & Gas J 47:57-8 Ap 14 '49
Rocky Mountain district of Production division meeting, Casper, May 26-27. Oil & Gas J 48:39 Je 2 '49
Source of information for the oil industry and public. R. E. Bjorkback. Nat Pet N 41:13+ S 28 '49
Southwestern district of Production division meeting, Galveston. Oil & Gas J 47:54-5 Mr 17 '49
*See also*
Petroleum industry and trade—United States—Anti-trust suit

**AMERICAN pharmaceutical manufacturers' association**
Annual meeting, 42d, Hot Springs, Va. Chem & Eng N 27:1865 Je 27 '49
Annual meeting, 42d, Hot Springs, Va., June 9-11; with abstracts of papers. Oil Paint & Drug Rep 155:7+ Je 13; 7+ Je 20 '49
Meeting, New York, Dec. 5-8. Chem & Eng N 26:3756 D 20 '48
Meeting, New York, Feb. 7-9; with abstracts of papers. Chem & Eng N 27:498 F 21 '49
Meeting of eastern section, New York, Feb. 7-9; with abstracts of papers. Oil Paint & Drug Rep 155:7+ F 14 '49
Midyear convention, New York, Dec. 6-8; with abstracts of papers. Oil Paint & Drug Rep 154:4+ D 13 '48

**AMERICAN physical society**
Minutes of the meeting of the Ohio section at Wilmington, Oct. 30, 1948; with abstracts of papers. Phys R 74:1888-9 D 15 '48
Proceedings, meeting at Berkeley, Calif. Feb. 3-5; with abstracts of papers. Phys R 75:1456-72 My 1 '49
Proceedings; meeting at Chicago, Nov. 26-27, 1948; with abstracts of papers. Phys R 75:325-49 Ja 15 '49
Proceedings, meeting at Cleveland, March 10-12; with abstracts of papers. Phys R 75:1624-35 My 15 '49
Proceedings; minutes of meeting at the California institute of technology, June 24-26; with abstracts of papers. Phys R 74:1555-67 N 15 '48
Proceedings; minutes of meeting at University of Washington, June 27-29; with abstracts of papers. Phys R 76:584-93 Ag 15 '49
Proceedings; minutes of meeting at Washington, April 28-30; with abstracts of papers. Phys R 76:160-94 Jl 1 '49
Proceedings; minutes of meeting of the Ohio section, Columbus, Feb. 19, 1949; with abstracts of papers. Phys R 75:1113 Ap 1 '49
Proceedings; minutes of meeting of the Southeastern section, Clemson, S.C. April 15-16; with abstracts of papers. Phys R 76:195-203 Jl 1 '49
Proceedings; minutes of semi-centennial meeting, Cambridge, June 16-18; with abstracts of papers. Phys R 76:451-75 Ag 1 '49
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What led to the founding. F. Bedell. Phys R 75:1601-4 My 15 '49

**AMERICAN plant food council**
Annual convention, 4th, Bretton Woods, N.H. June 19-22; with abstracts of papers. Oil Paint & Drug Rep 155:7+ Je 27 '49

**AMERICAN power and light company**
Discounts its work-out values. Barron's 28:27 D 27 '48
Files amended plan of distribution with SEC. Comm & Fin Chr 169:105 Ja 10 '49
Public utility securities; final integration plan. O. Ely. Comm & Fin Chr 170:1272 S 29 '49
Reorganization plan amended by directors. Comm & Fin Chr 168:2678 D 27 '48
Revises plan. Comm & Fin Chr 169:1441-2 Ap 4 '49
SEC approves plan for distribution of assets. Comm & Fin Chr 170:1289-90 O 3 '49

**AMERICAN press association**
Board of publishers active in new APA. Ed & Pub 82:61 My 14 '49

**AMERICAN press institute**
$39,500 given by newspapers for seminars. Ed & Pub 81:8 D 18 '48

**AMERICAN psychiatric association**
Officers. Science 110:105 Jl 22 '49

**AMERICAN psychological association**
Meeting, Denver, Sept. 5-10. Science 110:315-16 S 23 '49

**AMERICAN public works association**
Annual meeting, Boston, Oct. 17-20. Roads & Sts 91:80-2 D '48
Annual meeting, 55th, Kansas City. il Eng N 143:27 S 29 '49

**AMERICAN pulp and paper mill superintendents association**
Annual convention, 29th, Atlantic City, June 15-17. Paper Tr J 128:48+ Je 23 '49; Paper Ind 31:432-4+ Jl '49

**AMERICAN railway bridge and building association**
Annual meeting, 54th, Chicago, Sept. 12-14. Ry Age 127:598-601 O 1 '49

**AMERICAN railway engineering association**
Annual meeting, Chicago. Eng N 142:25 Mr 31 '49
Annual meeting, 50th, Chicago, March 15-17; with abstracts of papers. Ry Age 126:581-96 Mr 19 '49
Review of history and achievements. il plan Ry Age 126:529-35 Mr 12 '49

**AMERICAN refractories institute**
Refractories fellowships established. Foundry 77:121 F '49

**AMERICAN research and development corporation**
New kind of company finances ventures. R. M. Bleiberg. Barron's 29:5-6 F 21 '49
Stock offered. Comm & Fin Chr 169:1878 My 2 '49
Venture capital. Fortune 39:84 F '49

**AMERICAN road builders association**
Annual meeting, Washington, Feb. 7-9; with abstracts of papers. Eng N 142:45+ F 17 '49; Roads & Sts 92:52-3+ Mr '49; Concrete 57:10-11+ Ap '49

**AMERICAN services, inc.**
Machine tool builders form new corporation to facilitate selling. Iron Age 163:142A Je 16 '49

**AMERICAN short line railroad association**
Annual meeting, 36th, Chicago, Sept. 27-28. Ry Age 127:641-2 O 8 '49

**AMERICAN smelting and refining company**
Ten potential market leaders for 1949. Mag of Wall St 83:453 Ja 29 '49

**AMERICAN society for engineering education**
Officers and council members, divisions, committees for 1948-49; with list of members. J Eng Educ 39:22-341 F '49
Project for the year; partnership with industry. C. J. Freund. J Eng Educ 39:128-30 N '48

**AMERICAN society for metals**
Adds new members to national committees. Iron Age 163:198-9 F 3 '49

**AMERICAN society for personnel administration**
New national personnel group launched; has broad aims. W. B. Lovelace. Am Bsns 19: 51-3 Ag '49

**AMERICAN society for testing materials**
Annual meeting, 52d, Atlantic City. Eng N 143:51+ Jl 7 '49
Annual meeting, 52d, Atlantic City, June 27-July 9. Standardization 20:238-9 S '49
Annual meeting, 52d, Atlantic City; with abstracts of papers. Iron Age 164:96-9 Jl 7 '49; Foundry 77:94+ Ag '49
Committee D-I discusses paint standards. Oil Paint & Drug Rep 155:7+ Mr 21 '49

**AMERICAN society of bakery engineers**
Annual meeting, 25th, Chicago. Food Ind 21:487-8 Ap '49

**AMERICAN society of brewing chemists**
Meeting, New Orleans, April 10-14. Chem & Eng N 27:1282 My 2 '49

**AMERICAN society of chartered life underwriters**
Ninth annual forum on current economic and social trends of New York CLU chapter. East Underw 50:3 Ap 8 '49

**AMERICAN society of civil engineers**
Annual meeting, New York, Jan. 19-21; with abstracts of papers. Civil Eng 19:95-100, 103-7, 150-1 F '49; Eng N 142:9+ Ja 27 '49
Convention, Mexico city, July 13-15. Eng N 143:23+ Jl 21 '49
From 1852. Standardization 20:236-7 S '49
Member interest needed. F. Thomas. Civil Eng 19:102-3 F '49
Official register, 1949. Am Soc C E Proc 75: 1-34 pt 2 Mr '49
Questions about A.S.C.E. group plan of disability insurance answered. Civil Eng 19: 561 Ag '49
Society adopts group plan of disability insurance. Civil Eng 19:411 Je '49
Society prizes and medals to be awarded; sketches of recipients. Civil Eng 19:35-40 Ja '49
Spring meeting, Oklahoma City. Eng N 142: 31-2 Ap 28 '49

**AMERICAN society of heating and ventilating engineers**
Annual meeting, 55th, Chicago, Jan. 24-27; with abstracts of papers. Heat & Ven 46: 87-92 F '49; Heating-Piping 21:123-35 Mr '49; Dom Eng 173:133-4+ F; 133, 140-1+ Mr '49
Semi-annual meeting, Minneapolis, June 20-22; with abstracts of papers. Heat & Ven 46:81-4 Ag '49; Heating-Piping 21:122-31 Ag '49

**Committee on research**

1948 annual report. Heating-Piping 21:115-21 Mr '49

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Annual meeting, 11th, College Park, Md. Sept. 10-12. Science 108:500 N 5 '48

**AMERICAN society of lubrication engineers**
Annual convention, 4th, New York, April 11-13. Chem & Eng N 27:1214 Ap 25 '49

**AMERICAN society of mechanical engineers**
ASME and the President's highway safety conference; abstract. J. J. Bailey. Mech Eng 71:743-4 S '49
Annual meeting, 69th, New York, Nov. 28-Dec. 3. Am Mach 92:125-6 D 16 '48; Oil & Gas J 47:60 D 9 '48; Steel 123:88-9 D 6 '48; Product Eng 20:127-8 Ja '49
Annual meeting, 69th, New York, Nov. 28-Dec. 3; with abstracts of papers. Mech Eng 71:59-79 Ja '49
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Council reports for 1948. Mech Eng 71:51-8 Ja '49
Depositories for ASME transactions in the United States including territories and dependencies, and in other countries. A S M E Trans 71:51-4 sec 2 Ja '49
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Role of research as an ASME activity. Mech Eng 71:277 Mr '49
Semi-annual meeting, San Francisco, June 27-July 1; power sessions summarized. Elec World News ed 132:13-14 Jl 9 '49
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**Rubber and plastics division**

Rubber and plastics division meeting, New York. India Rubber World 119:482-3 Ja '49

**AMERICAN society of newspaper editors**
Annual convention, 27th, Washington. Ed & Pub 82:20-1+ Ap 30 '49

**AMERICAN society of photogrammetry**
Annual meeting, 15th, Washington. Eng N 142:16 Ja 27 '49

**AMERICAN society of refrigerating engineers**
Annual meeting, 44th, Washington, Dec. 5-8. Heat & Ven 46:105-6 Ja '49
Spring meeting, June 5-9. Heat & Ven 46: 98+ Jl '49

**AMERICAN society of sanitary engineering**
Annual meeting, Phoenix, Oct. 17-22. Dom Eng 172:101 N; 109-12+ D '48; 173:148+ Ja; 115-16 F; 111+ Ap; 132+ My '49

**AMERICAN society of tool engineers**
Annual meeting, 17th, Pittsburgh, March 10-12; with abstracts of papers. Iron Age 163: 74-7 Mr 31 '49; Steel 124:119+ Mr 21 '49
Annual meeting, 17th, Pittsburgh, March 10-12; with abstracts of papers. Tool Eng 22: 48-55 My '49
Semi-annual meeting, 16th, Los Angeles. Oct. 11-13. Tool Eng 21:17-24 D '48
Year of attainment. il Tool Eng 22:47-9 Mr '49

**AMERICAN soybean association**
Annual meeting, 29th, Minneapolis. Oil Paint & Drug Rep 156:7+ S 12 '49

**AMERICAN standards association**
ASA in 1948; report of the president. F. R. Lack. Ind Stand 19:196-7 D '48
Annual meeting, 30th, Oct. 20-22. Ind Stand 19:187 D '48
Changes in board of directors announced. Standardization 20:71-2 Mr '49
Company member conference, Philadelphia, May 19. Standardization 20:184-5 Jl '49
Standards council meets to thrash out problems. Standardization 20:134-5 My '49
What good are standards? L. F. Adams. Ind Stand 19:197-201 D '48

**AMERICAN statistical association**
Proceedings, 108th annual meeting, Cleveland, Dec. 27-29, 1948. Am Stat Assn J 44:297-310 Je '49

**AMERICAN steel foundries**
Thomas Drever elected chairman; C. C. Jarchow new president. Ry Age 126:330 F 5 '49

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Annual meeting, 40th, Atlantic City, May 23-24. Iron Age 163:122 My 26 '49; Steel 124: 30 My 30 '49
Chapter officers for 1949-50. Iron Age 163: 140+ My 26 '49

**AMERICAN sugar refining company**
Annual report. Comm & Fin Chr 169:1442 Ap 4 '49

**AMERICAN Sumatra tobacco corporation**
Annual report. Comm & Fin Chr 170:1490 O 17 '49

**AMERICAN telephone and telegraph company**
After the turn of the year. L. A. Wilson. Comm & Fin Chr 169:342 Ja 20 '49
A.T.&T. bargain. Bsns W p97 Ap 30 '49
AT&T reports progress. L. A. Wilson. Pub Util 43:370-2 Mr 17 '49
ATT fights for revenue to match plant growth. Barron's 28:8 D 6 '48
Annual report. Comm & Fin Chr 169:897-8 F 28 '49
Anti-trust suit filed against company. Comm & Fin Chr 169:374 Ja 24 '49
Bell Systems' earnings are up, but. map Bsns W p78+ Ja 8 '49

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California upsets AT&T fee in order to Pacific telephone and telegraph company. Pub Util 43:432-3 Mr 31 '49

Debentures offered. Comm & Fin Chr 168: 2426-7 D 13 '48

Department of justice files suit. O. Ely. Comm & Fin Chr 169:448 Ja 27 '49

Early financing likely. Barron's 29:43 Ja 17 '49

First Boston-Halsey, Stuart group sells $150,000,000 debs. Comm & Fin Chr 168: 2423 D 9 '48

Investment audit of A.T. & T. in light of government's suit. G. W. Mathis. Mag of Wall St 83:521-3+ F 12 '49

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American Tobacco head gives his sales, advertising philosophy. H. L. Stephen. il Ptr Ink 225:33-6+ N 12; 37-9+ N 19; 35-7+ N 26 '48

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**AMERICAN towing tank conference**

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**AMERICAN transit association**

Annual meeting, 68th, Atlantic City, Oct. 3-6; with abstracts of papers. Bus Transportation 28:54-63 O '49

**AMERICAN type founders, inc.**

Conference, Asbury Park, N.J. Factory Management 106:90-1 D '48

History of A.T.F.; abstract. T. R. Jones. Inland Ptr 122:90 D '48

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Expanding output of new products paces company recovery. M. J. Saada. Barron's 29:10 O 10 '49

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Annual meeting, Chicago. Eng N 142:51 Je 9 '49

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George Warren Fuller award. Am Water Works Assn J 41:284-8 Mr '49

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Papers scheduled at 1948 section meetings; titles and authors. Am Water Works Assn J 40:1323-34 D '48

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Annual meeting, 45th, St Louis, April 26-28; with abstracts of papers. Ry Age 126:916-21 My 7 '49

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Description of changes in wages and related wage practices, 1939-1948. P. Arnow and others. Mo Labor R 67:584-8 D '48

Securities disturbing investors. J. C. Clifford. Mag of Wall St 84:139-40 My 7 '49

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Spectra of the heavy elements. F. S. Tomkins and M. Fred. il Opt Soc Am J 39:357-63 My '49

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Diamides from carboxylic acids and their nitriles. R. H. Wiley and W. B. Guerrant. bibliog Am Chem Soc J 71:981-2 Mr '49

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Stadiums
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Strains and stresses
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Trusses
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Convention, 39th, New York, Oct. 25-27. Sales Management 61:164-5 N 10 '48
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Sky survey. Sci Am 181:24-5 Ag '49

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**BRICK construction in winter**
Infra-red rays protect winter brick work at cost of $1.25 for 16 hours. il Brick & Clay Rec 114:30 F '49

**BRICK floors.** See Floors, Brick

**BRICK handling**
Ferris wheel helps four men set 30,000 face brick daily. il Brick & Clay Rec 113:58 D '48
Hoist-fork sets kiln cars. il Brick & Clay Rec 115:52-3+ Ag '49
Look, no hands! automatic pallet loader. D. G. Gumpertz. il Brick & Clay Rec 114:79+ Ap '49
Speedy and smooth; mechanical fire brick handling at Harbison-Walker's Fulton, Mo. plant. il Brick & Clay Rec 114:76+ Je '49

**BRICK houses**
Architect specifies brick for his Oklahoma home; views and plans. Brick & Clay Rec 113:28-9 D '48
California home; design for out-of-doors living. il plan Brick & Clay Rec 115:29 Ag '49
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Increased profits to distributors through research. A. T. Moulding. il Brick & Clay Rec 114:54-6 Ja '49
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**Advertising**

General Shale doubles masonry demand with radio and newspaper advertising. il Brick & Clay Rec 113:51-3 D '48

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**BRICK walls.** See Walls, Brick

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Champion Brick gets true production data with electric eyes, meters, forms. il Brick & Clay Rec 113:54+ D '48
Equipment and materials review. il Brick & Clay Rec 114:43-5+ Mr '49
Nash brick co. remodels dryer; gets 20,000 brick per day dividend. il diag Brick & Clay Rec 115:45+ Jl '49
Sets soft clay brick 19 courses high; Burns brick co., Macon, Ga. il plan Brick & Clay Rec 115:46-8+ Ag '49
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Fire brick
Masonry
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Silica brick

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Contractor meets close design tolerances in building long-span concrete arch bridge; Podolsko bridge, Czechoslovakia. J. J. Polivka. il diag Civil Eng 19:28-31+ Ja '49

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Strait of Canso to be bridged at cost of $13,500,000. maps diags Roads & Bridges 87:80-4+ Mr '49

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Probe cause of West Virginia bridge failure. J. R. Carr. plan diag Eng N 142:12 Ap 21 '49

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More diversity, less adversity. il Bsns W p71-3 Ja 8 '49

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1150 ton bridge deck rolled into position. H. A. Shuptrine. il diag Roads & Sts 91:62-6 O '48

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Quebec's fifteenth welded girder bridge erected in record time. J. H. R. Gagnon. il plan diags Roads & Bridges 87:63-70+ Ap '49

**BRIDGES**—Erection—*Continued*

- Six weeks' steel-erection job completed in ten days. il Roads & Bridges 87:51+ Ja '49
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- Two travelers close Akron bridge. S. O. Forssmark. il diag Constr Methods 31:58-61 S '49

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- Congestion-relief at Maine's crossroad; bridge across the Kennebec river at Augusta. H. B. Fleming. il Eng N 142:42-3 Je 23 '49
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- Erratic behavior of piling in mixed sand and clay formation; Grass Lake Narrows bridge in Lake county, Ill. R. M. Brown. il Pub Works 80:32-3 Je '49
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- New type of highway lighting; fluorescent lamps mounted on fence along one side of bridge. il Safety Eng 97:53 Mr '49
- Telescoping lamp posts used for Paris bridge; pont du Carrousel. S. White; A. Herzog. il diag Illum Eng 44:398-9 Jl '49

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- New loading advocated for highway bridges. T. Y. Lin. diags Civil Eng 19:251-2 Ap '49

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- Moving a stream bed gives better bridge site. C. H. Bauer. il Pub Works 80:37-8 My '49

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- Army engineers save Summit bridge; 80-ft piles underpin north abutment. F. F. Frech. il Civil Eng 19:457-60 Jl '49
- Germany rebuilds Minden canal-bridge destroyed by the retreating Wehrmacht. il map diag Eng N 143:62-4 Jl 7 '49
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- Wind tunnel for suspension bridge models. il Engineer 186:448-50 O 29 '48

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*See* Bridge moving

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- Reconstructing the autobahn bridges. H. Twichell. il map Eng N 142:50-3 Ja 6 '49
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- All-aluminum highway bridge at Arvida, Que. C. J. Pimenoff. il map diags Roads & Bridges 87:57-61+ Ag '49
- Aluminum-alloy bascule bridge opened in Sunderland, England. il Eng N 141:10 D 16 '48; Constr Methods 31:56-7 Ap '49
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**BRIDGES, Arched**

- All-aluminum highway bridge at Arvida, Que. C. J. Pimenoff. il map diags Roads & Bridges 87:57-61+ Ag '49

**BRIDGES, Arched**—*Continued*

Concrete arch carries sharply curved highway over 70-ft ravine in San Bernardino county, Calif. C. H. Darby. il Civil Eng 19:612-13 S '49

Contractor meets close design tolerances in building long-span concrete arch bridge; Podolsko bridge, Czechoslovakia. J. J. Polivka. il diag Civil Eng 19:28-31+ Ja '49

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Akron's high-level cantilever bridge. J. B. Scalzi. il Eng N 143:18-20 Ag 25 '49

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Reinforced concrete bridge decks precast by the vacuum process. M. W. Loving. il Concrete 57:10-11 Ag '49

**Cost**

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Suspension bridge moves coal to plant. il Eng N 143:12 Ag 25 '49

**BRIDGES, Iron and steel**

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Quebec's fifteenth welded girder bridge erected in record time. J. H. R. Gagnon. il plan diags Roads & Bridges 87:63-70+ Ap '49

Six weeks' steel-erection job completed in ten days. il Roads & Bridges 87:51+ Ja '49

Welded bridges in New South Wales, Australia. V. Karmalsky. il Engineering 167:529-32 Je 10 '49

**BRIDGES, Lift**

Army engineers save Summit bridge; 80-ft piles underpin north abutment. F. F. Frech. il Civil Eng 19:457-60 Jl '49

*See also*

Bridges, Bascule

**BRIDGES, Military.** See Military bridges

**BRIDGES, Movable**

*See also*

Bridges, Bascule
Bridges, Lift
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Battery avoids high power load peak; raising the Pennsylvania Railroad bridge in Chicago. il Ry Mech Eng 123:273 My '49

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Bailey bridge over Whiteadder water, Northumberland. il Engineering 167:152-3, 156 F 18 '49

Bailey trusses used as bridge stringers. R. M. Starns, jr. il diags Eng N 142:70-1 F 3 '49

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Careful scheduling of operations expedites construction of railroad underpass; Penn-Lincoln parkway east. S. L. Fuller. il plan diags Civil Eng 18:769-72 D '48

1150 ton bridge deck rolled into position. H. A. Shuptrine. il diag Roads & Sts 91:62-6 O '48

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Reading company solves a bridging problem. il Bsns W p35 S 10 '49

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Double-deck underpass rebuilt without delaying traffic of thousand trains per day. C. B. Molineaux. il diags Civil Eng 19:92-3+ F '49

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What we know about impact; abstract. A. B. Chapman. Ry Age 126:589 Mr 19 '49

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**BRIDGES, Temporary**
Road bridge over the river Havel in the British sector of Berlin. il diags Engineering 167:392-3 Ap 29 '49

**BRIDGES, Wooden**
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Entrepreneur
Exclusive agencies
Executive ability
Executives
Factory management
Files and filing (documents, etc.)
Gifts (in business)
Ideas in business
Industrial management
Instalment plan
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Mail order business
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Autoclaves
Burets
Centrifuges
Chemical plants—Equipment
Decantation
Distillation apparatus
Emulsifiers
Evaporators
Filters and filtration (technical chemistry)
Gases—Apparatus
Grignard apparatus
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Molecular association
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Atoms
Isotopes
Oxygen
Periodic system
Transuranium elements
Valence

*also* names of elements, e.g. Carbon; Plutonium; Sulfur

**Atomic no. 43**

*See* Technetium

**Atomic no. 61**

*See* Promethium

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Chemistry, Technical
Cooling, Industrial
Distillation
Drying
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Extraction processes
Feed water purification
Filters and filtration (technical chemistry)
Fluidization
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Metallurgy
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Autoclaves
Centrifuges
Chemical plants—Equipment
Concentrators
Distillation apparatus
Drying apparatus
Emulsifiers
Evaporators
Extraction apparatus
Filters and filtration (technical chemistry)
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*See also*

Alcohol—Manufacture
Canneries
Cement plants
Clay products plants
Drug factories
Fertilizer factories
Food factories
Glass factories
Paper mills
Petroleum refineries
Rubber, Artificial—Manufacture
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*See also*

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Autoclaves
Concentrators
Distillation apparatus
Evaporators
Heat exchangers
Pressure vessels

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*See also*

Addition compounds
Allwörden reaction
Antigens and antibodies
Bromination
Cannizzaro reaction
Catalysis
Catalysts
Chemical equilibrium
Chlorination
Condensation, Chemical
Dakin-West reaction
Debenzylation

**CHEMICAL** reaction—See also—*Continued*

Dehydration
Dehydrogenation
Diels-Alder reaction
Electrolysis
Esterification
Friedel-Crafts reaction
Fries reaction
Gattermann-Koch reaction
Gibbs reaction
Grignard reagents
Hydrogenation
Hydrolysis
Koenigs-Knorr reaction
Mannich reaction
Methylation
Molecular rearrangements
Nef reaction
Nitration
Oxidation
Passerini reaction
Photochemistry
Polymerization
Precipitation
Reduction, Chemical
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Chemical laboratories
Electron microscope
Gas research
Metallurgical research
Paint research
Paper research
Petroleum research
Pharmaceutical research
Plastics research
Rubber, Artificial—Research
Rubber research
Textile research

*also* Biochemical research foundation; United States—Agricultural and industrial chemistry, Bureau of

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*See also*

American chemical society
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Alcohols
Catalysts
Chemical industries
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Dyes and dyeing—Chemistry
Glycerin
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Hydrogen peroxide
Insecticides
Intermetallic compounds
Ion exchangers
Mothproofing preparations
Oils and fats
Paint materials
Paper chemicals
Petroleum chemicals
Photographic chemicals
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Atoms
Bacteria
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Catalysis
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Chemicals
Chemists
Colloids
Color
Combustion
Condensation, Chemical
Crystallization
Crystallography
Dyes and dyeing—Chemistry
Electrochemistry
Electrolysis
Electrolytes
Electrons
Evaporation
Explosives
Fermentation
Gases
Geochemistry
Hydrolysis
Intermetallic compounds
Ions
Liquids
Metallurgy
Metals
Molecules

**CHEMISTRY**—See also—*Continued*
Oxidation
Photochemistry
Photographic chemistry
Poisons
Poisons, Industrial
Radioactive substances
Reduction, Chemical
Rubber—Chemistry
Rubber, Artificial—Chemistry
Salt
Solids
Solution (chemistry)
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Spectrum
Stereochemistry
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Acidity
Chromatographic analysis
Colorimetric analysis
Combustion analysis
Electrographic analysis
Fat analysis
Fluorometric analysis
Gas analysis
Gravimetric analysis
Indicators and test papers
Iodometry
Metallurgical analysis
Microanalysis
Mineralogical analysis
Oil analysis
Plants—Chemical analysis
Polarographic analysis
Spectrum analysis
Sugar analysis
Textile analysis
Varnish analysis
Volumetric analysis

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Blowpipes

*Study and teaching*

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Volumetric analysis

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Alkaloids
Analgesics
Anesthetics
Anesthetics, Local
Antiseptics
Antispasmodics
Chemotherapy
Disinfection and disinfectants
Drugs
Hormones
Immunity
Pharmaceutical research
Vitamins

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Acids, Fatty
Alcohols
Aldehydes
Alkaloids
Amines
Carbon
Cellulose
Condensation, Chemical
Cyclic compounds
Essential oils
Esterification
Esters
Ethers
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Hydrocarbons
Ketones
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Polymerization
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Sugars

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Absorption
Adsorption
Atoms
Azeotropes
Catalysis
Catalysts
Chemical bonds
Chemical equilibrium
Chemical reaction
Colloids
Compressibility
Condensation, Chemical
Crystallization
Crystallography
Dühring's rule
Electrochemistry
Electrolysis
Electrolytes
Electrons
Emulsions
Equation of state
Flocculation
Fluorescence
Freezing points
Gases
Ionization, Electrolytic
Ionization, Gaseous
Ions
Isotopes
Melting points
Mixtures
Molecular rearrangements
Molecular weights
Molecules
Osmotic pressure
Phase rule and equilibrium
Photochemistry
Polymers
Precipitation
Quantum theory
Solids
Solubility
Solution (chemistry)
Stereochemistry
Surface tension
Thermochemistry
Thermodynamics
Thixotropy
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Wave mechanics

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Acid resisting materials
Alcohol
Alcohols
Alloys
Ammonia
Bleaching
Cellulose
Cement
Ceramics
Chemical engineering
Chemical industries
Chemical patents
Chemicals
Chemurgy
Clay
Coal distillation
Coal tar products
Corrosion and anticorrosives
Cosmetics
Cyanide process
Dehydration
Distillation
Drying
Dyes and dyeing—Chemistry
Emulsions
Essential oils
Explosives
Extraction processes
Fertilizers
Filters and filtration (technical chemistry)
Fuel
Gas
Gas manufacture
Glass manufacture
Glue
Gums and resins
Ion exchangers
Lacquer and lacquering
Metallurgy
Oils and fats
Ore treatment
Paint
Paper
Paper making
Paper making materials
Petroleum—Chemistry
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Petroleum refining
Plastic materials
Pottery
Rayon
Refractory materials
Refrigerants
Resinous products
Rubber
Rubber—Chemistry
Soap
Soap, Metallic
Soap manufacture
Solvents
Soybeans
Sugar
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Penicillin

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*See also*

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*See also*
Child labor laws
Juvenile delinquency

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Earthwork
Embankments
Filling
Flood control
Foundations
Highway engineering
Hydraulic engineering
Hydraulic filling
Irrigation
Marine engineering
Mechanical engineering
Mining engineering
Piers
Piles and pile driving
Pipe laying
Public works
Railroad engineering
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Reclamation of land
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Laundry
Metal cleaning
Soap

*also* subdivision Cleaning under special subjects, e.g.

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Competition
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Exhibitions
Export trade
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Free trade and protection
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Corporation law
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Food containers
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Shaft sinking
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Drilling and boring machinery

**DRILLING and boring machinery**

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Strains and stresses
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Condensers (electricity)
Dynamometers
Electric apparatus industry
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Electric cables
Electric circuit breakers
Electric coils
Electric converters
Electric current limiters
Electric equipment
Electric furnaces
Electric fuses
Electric generators
Electric heaters
Electric instruments
Electric lamps
Electric machinery
Electric meters
Electric motors
Electric precipitation
Electric rectifiers
Electric shovels
Electric switchgear
Electric transformers
Electricity in mining
Electricity on the farm
Electromagnets
Galvanometers
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Photoelectric cells
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Electric roasters

Electric stoves

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Refrigerators, Electric

Washing machines

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Electric converters
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Electric generators
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Electric motors
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Electric protective apparatus
Electric shovels
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Electric welding machines
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**ELECTRICITY**

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Airplane factories
Automobile factories
Automobile shops
Bakers and bakeries
Candy factories
Colleges and universities
Cotton mills
Electric utilities
Gas companies
Hotels
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Jobbers
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Engineering students

Mining schools and education

*also* subdivision Study and teaching under engineering subjects, e.g.

Mathematics—Study and teaching

Mechanical engineering—Study and teaching

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Chemical engineering laboratories
Electric laboratories
Hydraulic laboratories
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Automobile research
Electric research
Engineering college research council
Engineering colleges—Research
Engineering laboratories
Gas research
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Chemical engineers
Civil engineers
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Engineering colleges
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Automobile engines
Crankcases
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Foundries
Garment factories
Glass factories
Hat factories
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Metallurgical plants
Munition factories
Paint factories
Paper mills

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Finance companies
Financial statements
Foreign exchange
Gold as money
Holding companies
Housing finance
Income
Income tax
Inflation (finance)
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Investments
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Money
Municipal finance
Prices
Profit
Reserves
Securities
State finance
Stock exchange
Stocks
Taxation
Trusts, Industrial

*also* subdivision Finance under special subjects, e.g.

Coal mines and mining
Corporations
Electric utilities
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Loans, Foreign
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Lacquer and lacquering
Paint
Resinous products—Finishing materials
Textile finishing
Varnish and varnishing
Waxes

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*See also*

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**FIR**

*See also*

Balsam fir

Douglas fir

**FIRE**

*See also*

Combustion

Fires

Flames

Fuel

Heat

Heating

Smoke

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*See also*

Fire boats

Fire extinguishers

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*See also*

Fire brick

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*See also*

Coal mines and mining—Fires and fire protection

Fire boats

Fire extinguishers

Fire service (water supply)

Sprinkling systems

**FIRE extinguishers**

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**FIRE insurance.** See Insurance, Fire

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*See also*

Fire alarms
Fire boats
Fire extinction
Fire extinguishers
Fire resisting materials
Fire service (water supply)
Fireproof construction
Forest fire patrol, Aerial
Forest fires
Inflammable mixtures
Insurance, Fire—Preventive work
Mine fires
Smoke detectors
Spark arresters
Sprinkling systems
Underwriters' laboratories

*also* subdivision Fires and fire protection under special subjects, e.g.

Air conditioning equipment
Airplanes
Christmas trees
Coal mines and mining
Electric plants (central stations)
Food factories
Motor trucks
Paint factories
Refrigerating plants
Ships
Tank ships
Television receiving apparatus

*also* National fire protection association

### Contests and awards

Fire prevention awards of National Board made. Nat Underw 53:13 My 19 '49; East Underw 50:24 My 20 '49; Weekly Underw 160:1225 My 14 '49

Fire prevention week winners. Weekly Underw 160:7-8 Ja 1 '49; Nat Underw 52:2 D 30 '48; East Underw 49:15 D 31 '48; Spectator (Property ed) 14:22 Ja '49; Nat Safety N 59:37 F '49

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Rural weekly wins NBFU award. J. M. McCarthy. il Spectator (Property ed) 14:12+ Je '49

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Lightweight, insulating tile forms warehouse roof; fireproof Kaylo roof tile. il Arch Rec 105:124 Ja '49

Non-burning hydraulic fluid announced by Douglas and Monsanto for use in aviation; Skydrol. il Chem Eng Prog 44:sup26 N '48; Aero Digest 58:56+ Ja '49; Chem Eng 55:163 D '48; Mech Eng 70:1007-9 D '48

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*See also*

Paint, Fire resisting
Refractory materials
Silicones

**FIRE resisting materials**—*Continued*

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**FIRE service (water supply)**

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**FIRE underwriters, National board of.** See National board of fire underwriters

**FIRE underwriters association of the Pacific**

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**FIREBOATS.** See Fire boats

**FIREBRICK.** See Fire brick

**FIREDAMP.** See Fire damp

**FIREPLACES**

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*See also*

Mantels

**FIREPLACES, Outdoor**

How to build an outdoor fireplace. il plan diag Am Bld 71:113 S '49

Advertising

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**FIREPROOF construction**

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**FIREPROOFING**

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*See also*

Arson
Electric fires
Fire extinction
Fire protection
Forest fires
Inflammable liquids
Insurance, Fire
Mine fires
Oil fires
Spontaneous combustion
Tunnel fires

*also* subdivision Fires and fire protection under special subjects, e.g.

Coal mines and mining
Electric plants (central stations)
Hospitals
Motor trucks
Paint factories
Ships

**FIRES at sea.** See Ships—Fires and fire protection

**FIRESTONE tire and rubber company**

Annual report. Comm & Fin Chr 169:5 Ja 3 '49

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**FIRING**

*See also*

Boilers—Firing
Combustion
Kilns—Firing
Stokers, Mechanical

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*See also*

Mine rescue work

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Annual report. Comm & Fin Chr 170:303 Jl 25 '49

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First York moves to boost Bell holdings. Aviation W 50:14-15 Je 13 '49

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Fischer-Tropsch hydrocarbon synthesis, its first development. F. Heinemann. por Pet Refiner 28:126-7 Ja '49

**FISCHER, Hermann Otto Laurenz,** 1888-

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Chemicals from hydrocarbon synthesis. T. Q. Eliot, C. S. Goddin, jr. and B. S. Pace. il diag Chem Eng Prog 45:532-6 Ag '49; Abstract. Pet Processing 4:676-7 Je '49

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*See also*

Gasoline, Natural—
  Manufacture—
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*See also*

Fish, Frozen
Fish, Salted

**Spoilage**

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**FISH livers**

*See also*

Fish oil

**FISH oil**

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*See also*

Furocoumarins

**FISH products**

It recovers edible products from fish scrap. A. W. Lantz. il Food Ind 21:171-2 F '49

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Cookery
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Cost of living
Dairy products
Diet
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Eggs
Farm produce
Fish as food
Flavor
Flour
Food, Frozen
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Fish, Frozen
Freezers
Freezers, Domestic
Freezing
Fruit, Frozen
Ice cream industry
Meat, Frozen
Milk, Frozen
Soup, Frozen
Vegetables, Frozen

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Candy factories
Canneries
Cheese factories
Corn products plants
Flour mills
Milk plants
Packing houses
Sugar factories

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Bread
Candy trade
Canned food
Chain stores
Coffee trade
Dairy products
Food, Frozen
Food containers
Food mixes
Food packages
Food stores
General mills, inc.
Grain trade
Grocery trade
Market stores
Meat industry and trade
Milk trade
Packing houses
Restaurants
Sandwiches
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Fruit—Prepackaging
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Canning and preserving
Cold storage
Drying (fruits and vegetables)
Food, Frozen
Food packages—Protection
Fruit—Preservation

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Grocery stores
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Cofferdams
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Cupola furnaces
Foundry ladles
Foundry machinery
Furnaces, Foundry
Ingot strippers
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Molding machines
Molds (for casting)
Sand, Foundry

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*See also*

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Foundries—Employees
Foundry accounting
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*See also*

Aluminum bronze
Aluminum founding
Brass founding
Bronze founding
Cast iron
Casting, Centrifugal
Chilled iron
Cores
Cupola furnaces
Die casting
Electric furnaces, Foundry
Foundry machinery
Iron founding
Lost wax process
Magnesium founding
Molding machines
Molds (for casting)
Pattern making
Sand, Foundry
Steel castings
Steel ingots—Molds

*also* Association technique de fonderie de France

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*See also*

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*See also*

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*See also*

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*See also*

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*See also*

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Furnaces, Reverberatory
Furnaces, Steel making
Open hearth furnaces

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*See also*

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Adsorption
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Fire damp
Flue gas
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Gas
Gas, Natural
Gas analysis
Gas flow
Helium
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Annealing
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Hot water heaters
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Boilers, Heating
Building—Heating aspects
Car heating
Electric heating
Fuel
Furnaces, Warm air
Gas heating
Heaters
Heating, Warm air
Heating from central stations
Hot water heating
Insulation (heat)
Oil burners
Oil fuel
Solar heating
Steam heating
Ventilation
Walks, Concrete—Heating

*also* subdivision Heating and ventilation under special subjects, e.g.

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*See also*
Furnaces
Heat pump
Heaters

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Docks
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Flood control
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Hydraulic models
Hydraulic transmission
Hydraulics
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Irrigation
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Piers
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Ethane
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Market research
Metallurgical research
Packaging laboratories
Paper research
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Plastics research
Railroad research
Refrigeration research
Rubber research
Scientific research
Steel research
Textile research
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Factories
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Machinery in industry
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Planning
Production
Production standards
Standardization
Trade associations
Trusts, Industrial
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Report of the president. C. F. Geiger. Am Cer Soc Bul 28:274-5 Jl 15 '49

**INSTITUTE of food technologists**

Annual convention and exhibition, 9th, San Francisco, July 11-14. Chem & Eng N 27:2203-4 Ag 1 '49

Annual convention, 9th, San Francisco, July 9-15; abstracts of papers. Food Ind 21:1080-2+, 1210-14, 1395+ Ag-O '49

Annual convention, 9th, San Francisco, July 11-14; program and list of exhibitors and products. plan Food Ind 21:201-22 Je '49

Meeting, Los Angeles. Chem & Eng N 26:3562 N 29 '48

**INSTITUTE of fuel**

Conference and luncheon. Elec R (Lond) 144:791-2 My 6 '49

**INSTITUTE of gas technology**

Annual meeting, 7th, Chicago, Oct. 28. Am Gas J 169:40 D '48

Constructing new building. il Gas Age 104:41 Ag 4 '49; Same. Am Gas Assn Mo 31:34 S '49

Gas industry sets up own information service. Pet Processing 4:14 Ja '49

I.G.T. expansion underway. Am Gas Assn Mo 30:21-2 D '48

**INSTITUTE of home office underwriters**

Annual meeting, 12th, Washington, D.C. Nov. 17-19. East Underw 49:14-15 N 19 '48; Nat Underw (Life ed) 52:2 N 19; 4 N 26 '48; Weekly Underw 159:1235-6 N 20 '48

**INSTITUTE of inter-American affairs**

Lift for Latins. Bsns W p 101-2 F 5 '49

**INSTITUTE of life insurance**

Annual meeting, 10th, New York, Dec. 10. Nat Underw (Life ed) 52:2+ D 17 '48; Spectator (Life ed) 156:13-15+ D '48; Weekly Underw 159:1394+, 1404, 1460 D 11-18 '48

Barnes advanced; named director of new extension and development division. Nat Underw (Life ed) 53:3 Ja 28 '49

**INSTITUTE of life insurance**—*Continued*
Operations and personnel. E. W. Craig. East Underw 49:48-9 D 17 '48
What the Institute does for policyholders. H. J. Johnson. Weekly Underw 160:34-5+ sec 2 My 14 '49
Women's division does vital indirect sales job. K. O. Force. Nat Underw (Life ed) 53:2+ Ag 26 '49

**INSTITUTE of management and labor relations.** See Rutgers university—Institute of management and labor relations

**INSTITUTE of metals**
Annual meeting, 41st, London, March 30-April 1. Engineer 187:390-2, 404-7, 434-5, 466-7 Ap 8-29 '49; Engineering 167:305-6, 329-30, 355-6, 377-8, 402-3, 424-5 Ap 1-My 6 '49; Metallurgia 39:324-34 Ap '49

**INSTITUTE of petroleum**
Annual general meeting and report, 35th, London, April 30. Inst Pet J 34:888-908 N '48
Report of council for 1948. Inst Pet J 35:363-74 My '49

**INSTITUTE of physics**
Development of educational activities. N. Clarke. bibliog J Sci Instr 26:50-2 F '49

**INSTITUTE of radio engineers**
Annual meeting, New York, March 7-10. Electronics 22:74-5 My '49; Tele-Tech 8:34-5+ Ap '49; Inst Radio Eng Proc 37:535 My '49
Annual meeting, New York, March 7-10; technical program. Tele-Tech 8:32-3+ Mr '49; Same. Electronics 22:138+ Mr '49
IRE awards and citations. Electronics 22:140+ Ja '49
National convention, New York, March 7-10; program; summaries of technical papers. Inst Radio Eng Proc 37:160-78 F '49
Professional group system; a status report. Inst Radio Eng Proc 36:1507 D '48
Regional directors for the year 1949; portraits and sketches. Inst Radio Eng Proc 37:226-7 Mr '49
Report of the secretary, 1948; committees, 1949; institute representatives, 1949. Inst Radio Eng Proc 37:661-70 Je '49

**INSTITUTE of scrap iron and steel**
Annual meeting, 21st, Cincinnati, Jan. 16-18. Iron Age 163:114-15 Ja 27 '49; Steel 124:30 Ja 24 '49
Scrapmen. Fortune 39:86-91+ Ja '49

**INSTITUTE of the aeronautical sciences**
Annual business meeting, New York, Jan. 26. Aeronautical Eng R 8:5-10 Mr '49
Annual meeting, 17th, New York, Jan. 17-20. Aviation W 50:15 Ja 31 '49
Annual meeting, 17th, New York; report of technical session. Aeronautical Eng R 8:27-41 Mr; 34-45+ Ap '49
Annual summer meeting, Los Angeles, July 17-20; with abstracts of papers. Aeronautical Eng R 8:16-17+, 22-31+ S '49
Bane and Chanute awards presented to air force and navy pilots, Capt. H. W. Robbins and Capt. F. M. Trapnell. Aeronautical Eng R 8:5-6 S '49
Burden named 1949 president. Aeronautical Eng R 8:5 Ja '49
Honors night. Aeronautical Eng R 8:12-13 Mr '49
I.A.S. awards and honors for 1948. Aeronautical Eng R 8:14-16 Mr '49
Joint international conference with Royal aeronautical society, 2d, New York, May 24-26; abstracts of papers. Aero Digest 59:64-6+ Jl '49; Aviation W 50:16 Je 6; 22+ Je 27 '49; Aeronautical Eng R 8:18-44 Ag '49
Year-end report. Aeronautical Eng R 7:16-17 D '48

**INSTITUTION of chemical engineers**
Annual corporate meeting, 27th, April 22. Chem & Ind p287-8 Ap 30 '49

**INSTITUTION of civil engineers**
Conversazione, London, June 30. Engineer 188:47 Jl 8 '49; Engineering 168:29 Jl 8 '49
Joint summer meeting with the Institution of civil engineers of Ireland, Dublin, June 14-17. Engineer 187:671 Je 17 '49; Engineering 167:592 Je 24 '49

**INSTITUTION of electrical engineers**
Coat of arms. il(front) Inst E E J 95 pt 1:511 D '48
Fluorescent lighting at the I.E.E. il Engineer 188:75-6 Jl 15 '49
New president, council and section chairmen. Elec R (Lond) 145:115-16 Jl 15 '49
Report of the council for the year 1948-49. Inst E E Proc 96 pt 1:223-39 Jl '49; Abstracts. Elec R (Lond) 144:820 My 13 '49; Electrician 142:1486 My 13 '49
Summer meeting, Scotland excursions, May 30-June 3. Engineer 187:638 Je 10 '49; Engineering 167:545-6 Je 10 '49

**INSTITUTION of mechanical engineers**
Annual report of the Council for the year 1948. Inst Mech Eng J & Proc 160:Proc 89-123 Je '49; Excerpts. Engineer 187:352-3 Ap 1 '49
Automobile division. Smith-Clarke. Engineer 186:413 O 22 '48
Summer meeting, 3d, Liverpool. Engineering 167:520, 546-7 Je 3-10 '49; Engineer 187:642 Je 10 '49

**INSTITUTION of naval architects**
Autumn meeting, Copenhagen, Aug. 29-Sept. 2. Engineering 168:257-8, 276, 314-16, 343-4, 371-2, 414-15 S 9-O 7, 21 '49; Engineer 188:278-9, 318-20, 348-9+ S 9-23 '49
Spring meeting, London. Engineer 187:380-1, 410-11, 438-40, 464-6, 494-6 Ap 8-My 6 '49; Engineering 167:328-9, 353-5, 376-7, 401, 426, 449-50, 472-3, 497-8 Ap 8-My 27 '49
Summer meeting, Edinburgh, June 28-30; abstracts of papers. Engineer 188:37-9, 63-5, 89 Jl 8-22 '49; Engineering 168:41-2, 65-6, 88-90 Jl 8-22 '49

**INSTITUTIONAL market**
How Bell & Howell sells to institutional markets; 93 special representatives, many of them former school teachers and ministers. E. S. Lindfors. il Sales Management 62:128+ Je 15 '49

**INSTRUCTION manuals**
Coordinating the use of standard specifications for distribution construction. D. Burns. il Edison Elec Inst Bul 17:119-22 Ap '49
Instruction manual improves plant engineering efficiency. C. B. Muir. Factory Management 107:138-41 Ja '49
Procedure manual reduces errors; M. W. Kellogg company, Special projects dept. J. B. Bennet. Factory Management 107:127-8 Jl '49

**INSTRUCTIONS**
Establish the method and see that all operators follow it. J. A. Parton, jr. Mill & Factory 44:130-2 Je '49
Standard practice fundamentals; management data sheet. B. A. Moski, jr. Factory Management 107:94, 96 Ap '49
*See also*
Employees' manuals
Safety instructions and training

**INSTRUMENT boards.** See Airplanes—Instrument boards; Automobiles—Instrument boards

**INSTRUMENT dials.** See Dials, Instrument

**INSTRUMENT society of America**
Annual conference and exhibit, 4th, St Louis, Sept. 12-16. Science 110:347-8 O 7 '49
Annual meeting, 4th, St Louis. Oil & Gas J 48:64 S 15 '49
Interesting exhibits and papers from annual meeting in Philadelphia. R. H. Munch. Ind & Eng Chem 40:sup83A-4A N '48
Spring meeting, Toronto, May 12-13. Pulp & Pa of Can 50:85-6 Je '49

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Advanced American instruments. il Chem Age (Lond) 61:155-8 Jl 30 '49
Analytical instruments in automatic control systems. N. Gildersleeve. diags Pet Refiner 28:133-40 Je '49
Application of instruments to power station operation; discussion. Inst E E J 95 pt 2:784-5 D '48
Bleach plant instrumentation. H. A. Scholl and G. D. Zimmerman. il diags Pulp & Pa of Can 49:93-8 D '48
Electron and ion beam instruments. J. G. Hutton. il diags Gen Elec R 52:11-20 O '49
Engineered instrument panel boards. J. W. Friedman. il Iron & Steel Eng 26:132-3 Ja '49
Engineered instrumentation makes quality control of tin plate production effective. H. C. Morrow. il diags Steel 124:120+ Je 20 '49

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First report of the open-hearth instruments sub-committee. F. L. Robertson. Iron & Steel Inst J 160:72-4 S '48; Discussion. 162:417-22 Ag '49

Fractionating-column instrumentation. G. W. Wilson. diags Oil & Gas J 47:63-4+ D 2; 75-6+ D 9 '48

Getting the dollar value from your instruments. W. S. Yunker. Paper Tr J 129:29-32 Jl 7 '49

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How we use industrial process instruments in power plant control. W. H. Fortney. flow diags il diags Power Generation 53:81-7 Ag '49

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Instrument application at International Paper mill. H. H. Lavery. Tappi 32:sup51A-4A Ag '49

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Instrumentation. R. H. Müller. Published in monthly numbers of Analytical chemistry

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Instrumentation of a modern kraft mill. F. H. Ludwig. flow charts Pulp & Pa of Can 49:89-94 O '48; Same. Paper Tr J 127:39-44 D 2 '48

Instrumentation of federal Bureau of mines' coal hydrogenation process at Louisiana (Missouri) demonstration plant. S. D. Ross and H. Cabot. il diags Instruments 22:572-8 Jl '49

Instrumentation of the groundwood pulping process. J. N. Franklin. diag Pulp & Pa of Can 50:92-9 Ag '49; Same abr. Tappi 32:42-8 Ja '49

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National instrument conference and exhibit, 4th, St Louis, Sept. 12-16; with abstracts of papers. Pet Processing 4:1097-100 O '49

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Some instrumentation requirements in an atomic power plant. D. Cochran and C. A. Hansen, jr. diags Mech Eng 71:808-10+ O '49

Typical activities of a specialized instrument section in a chemical company. V. F. Hanson and D. D. Friel. il diag Chem Eng Prog 45:471-4 Jl '49

*See also*

Aeronautic instruments
Balances
Control equipment
Dynamometers
Electric instruments
Measuring instruments
Medical instruments and apparatus
Nautical instruments
Optical instruments
Radio instruments
Recording instruments
Scientific apparatus and instruments
Stroboscopic instruments
Surgical instruments and apparatus
Surveying instruments

**Directories**

1950 Instruments index. Instruments 22:14+ pt 2 Jl '49

**Exhibitions**

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**Maintenance and repair**

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**Study and teaching**

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**INSTRUMENTS, Electric.** See Electric instruments

**INSTRUMENTS, Surgical.** See Surgical instruments and apparatus

**INSTRUMENTS and measurements, International conference on.** See International conference on instruments and measurements

**INSULATING materials**

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Chemical engineering in electrical manufacturing. N. R. Maleady. il Chem Eng 55:130-1 D '48

Developments in insulating materials. C. G. Garton. il Elec R (Lond) 145:93-6 Jl 15 '49

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High-temperature ceramic insulations; abstract. H. Thurnauer. Elec Eng 68:690 Ag '49

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*See also*

Barium titanate
Glass—Electric properties
Glass fibers
Insulating oil
Mica
Paper, Insulating
Porcelain, Insulating
Resinous products—Insulating materials

## INSULATING materials—*Continued*

### Manufacture

New plant for a new product; Johns-Manville plant, Tilton, N. H., manufactures Quinterra; illustrations with text. Mill & Factory 44:130-1 My '49

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Chemical composition of oxidized mineral oils. D. J. W. Kreulen and F. G. Kreulen van Selms. Inst Pet J 35:88-96 F '49

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Radiant heating insulation. L. N. Robertson. il Elec West 102:69 Mr '49

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*See also*
Dielectrics
Insulating oil
Potheads

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Expansion problems in heat insulation of process vessels. E. R. Sitton. diags Pet Refiner 28:131-5 F '49

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*See also*

Building—Heating aspects
Fire brick
Glass fibers
Mineral wool
Refractory materials
Steam pipe coverings

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Insurable interest of life tenants. J. T. Even. Nat Underw 53:8 My 12 '49

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Next ten years in insurance underwriting. R. B. Gallagher. Management R 38:393-5 Jl '49

*See also*

Benefit societies
Contracts, Government—Insurance aspects
Insurance companies and other headings beginning Insurance
Pension trusts
Sports—Insurance aspects

*also* subdivision Insurance requirements under various subjects, e.g.

Airports
Banks and banking
Department stores
Farmers
Garment industry
Hospitals
Hotels
Merchants
Retail trade
School buildings

*also* American bar association—Insurance section; American management association—Insurance division; Chamber of commerce of the United States—Insurance department; New York board of trade—Insurance section

**Adjustment of claims**

Claims are settled equitably. J. Sackman. East Underw 50:5+ S 23 '49

Guiding principles and the insured. D. B. Sherwood. Weekly Underw 161:78+ Jl 9 '49

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New York City court delay adds to expense. Nat Underw 53:24 Ap 14 '49

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Warns of loose practices in loss adjustments. Nat Underw 53:1+ S 15 '49

*See also*

Insurance adjusters
International claim association
National association of independent insurance adjusters

*also* subdivision Adjustment of claims under special forms of insurance, e.g. Insurance, Fire—Adjustment of claims

*Loan receipts*

**Loan receipt sustained in suit against carrier for loss of wine. East Underw 49:37 N 19 '48**

**Advertising**

Effectiveness of insurance advertising. R. L. Bliss. East Underw 50:44 Mr 18 '49

*See also*

Insurance, Life—Advertising
Insurance advertising conference
Insurance agents—Advertising
Insurance companies—Advertising

**All-risk policies**

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Insurance, Fire—Cancellation
Insurance, Life—Cancellation

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**Collecting of premiums**

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Insurance, Group—Employees' insurance
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Pension trusts
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Summons younger generation to get into farm line. S. T. Morrison. Nat Underw 53:2 S 1 '49

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### Law

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*Deductible clauses*

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Insurance, Accident—Prospects

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Insurance, Casualty—Purchasing

Insurance, Life—Purchasing

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Insurance, Workmen's compensation—Purchasing

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Calls for practical college insurance course. B. G. Sager. Nat Underw 52:13+ D 30 '48

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Urges more interest in insurance education in universities. J. C. Pillion. Nat Underw (Life ed) 53:7 Jl 8 '49

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Insurance agents—Training

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Insurance, Fire—Study and teaching

Insurance, Life—Study and teaching

*also* American association of university teachers of insurance; American institute for property and liability underwriters; Insurance institute of America; Insurance society of New York

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### Pakistan

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Insurance, Life—Disability provisions

Insurance, Workmen's compensation

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Trend to wider use of incontestable A.&H. clauses; claim problems; abstracts. R. J. Wetterlund. East Underw 50:40+ S 9 '49; Nat Underw 53:21+ S 15 '49; Nat Underw (Life ed) 53:3+ S 16 '49

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Offers ideas on operations, sales. W. E. Lebby. Nat Underw 53:19+ F 17 '49

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Casualty agents often have mistaken viewpoint regarding accident-health coverage. R. C. Larson. Weekly Underw 160:772-3 Mr 19 '49; Same abr. East Underw 50:38 Mr 11 '49

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Great day for selling. J. W. Sayler. Life Ins Courant 54:36-41 Ag '49; Abstracts. East Underw 50:46-7 My 20 '49; Nat Underw (H.&A. conference no) 53:4+ My 20 '49

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Why sell income insurance? E. W. Ellison. Rough Notes 91:58 D '48

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Departures from A.&H. compensation plans necessary now; abstracts. E. J. Moorhead. East Underw 50:49+ My 20 '49; Nat Underw (H.&A. conference no) 53:6 My 20 '49; Nat Underw (Life ed) 53:2+ My 20 '49

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Kansas association of accident and health underwriters sales congress, Wichita, Feb. 14. East Underw 50:38 Mr 4 '49; Nat Underw (Life ed) 53:23 F 25 '49

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#### *Service*

Type of service provided by successful accident and health salesman. J. W. Sayler. Weekly Underw 161:215-16 Jl 23 '49

### Aviation risks

Airline trip policy is growing up; machine sales are large, convenience is big feature. Nat Underw (Auto & aviation no) 53:2 My 13 '49

Glider held not powered aircraft within coverage of aviation and air travel accident policy. Weekly Underw 161:226 Jl 23 '49

Personal risk in flying viewed. R. J. Glasgow. Nat Underw 53:10 Ja 13 '49; Same. Nat Underw (Life ed) 53:7 Ja 14 '49

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A.&H. net premiums and losses of 55 companies tabulated for 1948. East Underw 50:32-3 F 25 '49

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Loyal Protective announces new line of noncancellable sickness and accident contracts. Weekly Underw 160:1071 Ap 23 '49; Same. East Underw 50:33 Ap 22 '49

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Bankers National makes A. & H. policy changes. East Underw 50:38 Mr 11 '49

Coin-in-slot insurance policies for motorists set for gas stations. Nat Pet N 41:18 Jl 27 '49

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Flexible A & H plan pays medical expenses. Spectator (Property ed) 15:26-7 O '49

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General Accident announces new basic accident policy. East Underw 49:22 D 31 '48; Nat Underw 53:26 Ja 6 '49

Latest A. & H. standard provisions draft lauded. Nat Underw 53:24+ Ag 11 '49; Same. Nat Underw (Life ed) 53:2+ Ag 12 '49

Metropolitan Life new A.&H. policies. East Underw 50:24 Jl 15 '49

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New A. & H. standard provisions endorsed for use if needed. Nat Underw 52:18 D 23 '48; Nat Underw (Life ed) 52:11 D 17 '48

New athletic team form eliminates name reporting. Nat Underw 53:24 Mr 31 '49; Same. Nat Underw (Life ed) 53:17 Ap 1 '49

Trend to wider use of incontestable A.&H. clauses; claim problems; abstracts. R. J. Wetterlund. East Underw 50:40+ S 9 '49; Nat Underw 53:21+ S 15 '49; Nat Underw (Life ed) 53:3+ S 16 '49

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Insurance, Accident—Aviation risks

Insurance, Accident—Noncancellable policies

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Special A & H "survey" plan; developing leads by personal interviews conducted by part-time employees. Rough Notes 92:62-3 Mr '49

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Dineen supports Harris opinion on group A. & H. price discrimination. East Underw 49:32 N 5 '48

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A.&H. underwriters square up to risk problems of old-age population. Nat Underw 53:25+ O 13 '49; Same. Nat Underw (Life ed) 53:6+ O 14 '49

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Insurance, Accident—Substandard risks

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American Casualty offers accident policy to cover blind people. East Underw 50:32 Ap 15 '49; Excerpts. Nat Underw 53:29 Ap 14 '49; Nat Underw (Life ed) 53:15 Ap 15 '49

Overweights present extra hazards as A. & H. risks. Nat Underw 52:25 D 9 '48; Same. Nat Underw (Life ed) 52:18 D 10 '48

Underwriting attitude on recent therapeutic developments. R. M. Filson. East Underw 50:37-8 O 14 '49

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Advantages of franchise plan selling in 1949. L. B. Mullins. East Underw 50:30 Ja 21 '49

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A.&H. minimum benefits bill passed in Calif. Nat Underw 53:15 Jl 21 '49; Same. Nat Underw (Life ed) 53:3 Jl 22 '49

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Coverages and forms; accounts receivable. Spectator (Property ed) 14:20-1 N 25 '48

**INSURANCE, Agricultural**

Agricultural department gives its side of CCC insurance on tobacco. Nat Underw 52:13 D 2 '48

Blueprint for future for farm mutuals. Nat Underw 53:5 Ja 27 '49

California exchange to protect farmers against loss to crops in labor disputes. Nat Underw 52:10 D 16 '48

Commodity Corporation quits tobacco cover. Weekly Underw 161:194 Jl 23 '49; Same abr. East Underw 50:17 Jl 15 '49

Government moves criticized; possible competition in tobacco in Kentucky. J. C. Stott. Weekly Underw 159:1189+ N 20 '48; Same abr. East Underw 49:21 N 26 '48

NAIA opposes government insuring Kentucky tobacco. East Underw 49:60 D 17 '48; Same. Weekly Underw 159:1421+ D 18 '48

*See also*

Insurance, Cotton

Insurance, Hail

Insurance, Live stock

**INSURANCE, Airport public and property damage liability**

Airports are good prospects. Rough Notes 92:42 Ja '49

**INSURANCE, Automobile**

Annual automobile insurance issue. Rough Notes 92:17-25 Mr '49

Automobile and aviation insurance number. Nat Underw (Auto & aviation no) 53:1-25 My 13 '49

Big problem in unifying automobile procedures in fire, casualty fields. W. F. Martineau. Nat Underw 53:10 Ag 25 '49

1948 trends in auto casualty insurance. A. Ryder. East Underw 49:90-1+ D 17 '48

*See also*

Insurance, Motor bus

Insurance, Motor truck

Insurance, Taxicab

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### Adjustment of claims

Adjustment problems under loss payable provisions to auto policies. R. S. Lindsey. East Underw 50:38-9 S 16 '49

Case explains cooperation in automobile policy claims; General accident fire and life assurance corp. v. Rinnert et. al. J. L. Roesch. Spectator (Property ed) 14:22-3 D 23 '48

Collision losses often paid under comprehensive automobile coverage. M. J. Gwertzman. East Underw 49:26 N 26 '48

Cooperation clause issue is lost by insurer. Nat Underw 52:14 D 30 '48

Expert appraisals effect property damage savings; plan sponsored by casualty companies through claims councils. Nat Underw (Auto & aviation no) 53:9 My 13 '49; East Underw 50:37 My 13 '49

Initial permission by named insured to original permittee does not include authority to delegate permission. Weekly Underw 159:1238 N 20 '48

Initial permission makes omnibus clause effective although car driven against express orders of assured owner. Weekly Underw 161:450 Ag 20 '49

Insurer bound by mail application. Nat Underw 53:19 Mr 24 '49

Insurer loses unloading issue. Nat Underw 53:30 Mr 3 '49

Insurer of escort liable under auto B.I. policy for injuries suffered by lady in fleeing from him. Nat Underw 52:19 D 30 '48

Liability for guest depends on proof of wanton misconduct in operation of automobile. L. A. Burke. Spectator (Property ed) 15:28-9+ S '49

Loan of an automobile by an additional assured. J. L. Roesch. Spectator (Property ed) 14:24-5+ D 9 '48

Notice 15 months late but insurer is liable. Nat Underw 53:12 S 8 '49

Notice to auto liability carrier. Spectator (Property ed) 15:28-9 O '49

Omnibus clause covers short pleasure trip by employee prior to returning automobile to employer. Weekly Underw 160:906 Ap 2 '49

Permissive use issue decided against insurer. Nat Underw 53:15 Ag 18 '49

Phases of auto casualty cases. D. W. Kramer. East Underw 50:33+ S 9 '49

Plaintiff wins 72 per cent of automobile negligence cases. R. Hartshorne. Nat Underw (Auto & aviation no) 53:3 My 13 '49

Practice where auto repairs already are made. Nat Underw 53:8 F 17 '49

Road grader under tow is held to be auto. Nat Underw 53:13 S 8 '49

Untruthful reports to insurer void coverage. Nat Underw 52:16 D 23 '48

Wisconsin supreme court orders garage policy reformed to cover personal liability of proprietor of car. Nat Underw 53:26 Ag 4 '49

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Insurance, Automobile—Theft claims

#### *Adjuster training*

General adjustment bureau's school provides improved training for adjusters. Nat Underw (Auto & aviation no) 53:24 My 13 '49

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### Agency management

How to handle the business. W. G. Walker. Rough Notes 92:25 Mr '49

Underwriting auto business. F. I. Roberts. Rough Notes 92:30+ Ap '49

### Agents

Agency service does meet competition of direct writer. F. L. Greeno. East Underw 50:28-9 Je 24 '49

Sales clinic on how agents are selling automobile. Rough Notes 91:18 D '48

Six points to help you sell. J. F. Furniss. Rough Notes 92:24-5+ Mr '49

### Assigned risks

Assails agents who make drive for assigned risks. H. E. Curry. Nat Underw 52:16 N 18 '48

Big decision at Little Rock. I. Davis. Spectator (Property ed) 15:10-12 O '49

Changes made in Washington auto assigned risk plan. Nat Underw 52:23 N 4 '48

81 insurers blast motor club stand on California auto plan. Nat Underw 53:20 Ag 11 '49

Minnesota assigned risk plan changes. Weekly Underw 160:320 Ja 29 '49

National Bureau answers Arkansas complaint brought by North Little Rock transportation co. East Underw 50:35 Ja 14 '49; Nat Underw 53:17+ Ja 13 '49

National Bureau compiles record of automobile assigned risk plans. East Underw 50:25 Ja 21 '49; Same. Nat Underw 53:20 Ja 20 '49; Same. Weekly Underw 160:267 Ja 22 '49; Same. Spectator (Property ed) 14:45 F '49

New York hearing on assigned risk problems. Nat Underw 53:19+ Ap 21 '49

New York rates for A-3 risks due to be adjusted. East Underw 50:35+ My 20 '49; Nat Underw 53:23+ My 19 '49

Poor auto accident record of youthful drivers brings rate increase to New York; tabulation of rates by territories. Weekly Underw 161:427+ Ag 20 '49; Same. East Underw 50:26 Ag 19 '49

PL 15 and Arkansas rating law win initial triumph. Nat Underw 53:21+ S 15 '49; East Underw 50:44 S 16 '49

23 states now have new auto assigned risk plan. Nat Underw 53:25 F 17 '49

Young driver rates are upped 16-22 per cent in New York state; new AB-3 classification created. Nat Underw 53:13 Ag 18 '49

### Cancellation

Cancellation by mutual consent. J. L. Roesch. Spectator (Property ed) 14:30+ Mr '49

Car owner's policy is canceled without notice to him, no protection. Nat Underw 53:13 F 17 '49

### Coverage

Why your clients need public liability; handy service for explaining auto liability. D. T. Ratcliffe. Rough Notes 92:18-19+ Mr '49

### Finance

Auto physical damage premiums soared to new highs in 1948. East Underw 50:9+ Ja 14 '49

Auto premiums by company groups for 1947 and 1948 for stock and non-stock and mixed companies; tabulation. Nat Underw (Auto & aviation no) 53:16-17 My 13 '49

Auto premiums reached new record highs in 1948; with tabulation by company showing net premiums and losses for 1948. East Underw 50:30 Mr 11 '49

Automobile premiums and losses of stock casualty, reciprocal, Lloyds, stock full cover and mutual companies, 1948 and comparisons; tabulation. Nat Underw (Auto & aviation no) 53:18-23 My 13 '49

Automobile results improve this year, due to higher rates. A. F. Herman. East Underw 49:1+ D 17 '48

Detailed record for 1947 and 1948 stock fire auto writings; tabulation of premiums and losses. Nat Underw (Auto & aviation no) 53:15+ My 13 '49

Mutual fire auto results in 1948 and 1947, premiums and losses; tabulation. Nat Underw (Auto & aviation no) 53:19 My 13 '49

New York department analysis of stock, mutual and reinsurance companies 1948 results for bodily injury; with property damage aggregates for 1944-1948; tabulations. Nat Underw 53:27-8 Je 9 '49

Problems facing fire company auto underwriters. E. A. Drews. East Underw 50:36 My 27 '49

### Financed automobiles

Adjustment problems under loss payable provisions to auto policies. R. S. Lindsey. East Underw 50:38-9 S 16 '49

Asks action on auto finance abuses. J. E. Larson. Nat Underw 52:6 D 16 '48

Auto finance reform program told at Seattle. Nat Underw 53:2 Jl 7 '49

Bank and agent auto plan can now be used successfully. H. Eberle. East Underw 50:26 Ap 22 '49; Same. Rough Notes 92:36 Je '49

Car buyer recoups from finance company for failure to insure collision. East Underw 50:28 Ag 5 '49

Counsels banks to be named as sole loss payees. Nat Underw 53:12 O 13 '49

Good progress made on bank-agent auto plan. J. W. S. Gallagher. Nat Underw 52:18 N 25 '48

Insurance agents bring auto loans to our bank. J. A. Turner. Bankers Mo 66:18+ My '49

Insurance angle bulks large at FTC hearing on auto finance issue. H. C. Hallam. Nat Underw 53:5+ S 22 '49

Insurers offer suggested changes to meet criticism; hearing on financed business insurance held by commissioners committee. Nat Underw 53:1+ Ap 28 '49

Minnesota agrees on code on financed business. Weekly Underw 161:6 Jl 2 '49

Minnesota producers, automobile and finance men work out new code covering financed cars. Weekly Underw 160:1187 My 7 '49

Most auto finance business now on "retrospective"; contracts adjust with loss ratio, some automatically. Nat Underw 53:3 Mr 17 '49

NAIA committee tackles complaints of abuses in auto finance field. Nat Underw 53:1+ Ap 21 '49

Ohio agents leader testifies on auto dealers coercion. T. M. Gray. Nat Underw 52:2 D 23 '48

Plan of specialist in financed auto material damage cover; American plan corp. Nat Underw (Auto & aviation no) 53:6 My 13 '49

### Financial responsibility laws

Amend California responsibility law to avert hardship. Nat Underw 53:30 Ap 7 '49

Chart analysis of automobile financial responsibility laws requiring security for past accident, by state. Nat Underw 53:19 S 1 '49

81 insurers blast motor club stand on California auto plan. Nat Underw 53:20 Ag 11 '49

Hearing on New Hampshire auto driver bill. Nat Underw 53:20 Mr 31 '49

Idea of insuring the driver has been tried, found unsuccessful. W. H. Brewster. Nat Underw (Auto & aviation no) 53:4+ My 13 '49

Nevada now has auto security act; watch Delaware, Connecticut action. Nat Underw 53:25 Mr 31 '49

Strong opposition to New Hampshire driver-insured proposal. Nat Underw 53:23 Ap 14 '49

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Automobile laws and regulations—Financial responsibility laws

### Garage owners' and dealers' liability policies

Garage keepers' legal liability coverage endorsement. Rough Notes 91:68 N '48

Special for garages. M. M. Myers. il Rough Notes 92:19-20+ Ag '49

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### Government policies

B.I. and P.D. cover provided for government employes. Nat Underw 53:26 Jl 7 '49

### History

Historical aspects and current trends in automobile insurance. O. Patterson. Weekly Underw 160:35+ sec 2 My 28 '49

### Losses

Auto material damage experience continues to mend. Nat Underw 53:5 Ag 18 '49

### Policies

Adjustment problems under loss payable provisions to auto policies. R. S. Lindsey. East Underw 50:38-9 S 16 '49
Auto liability policy. W. B. Braman. Rough Notes 92:20-1+ Mr '49
Automobile liability policy; analysis; underwriting. Rough Notes 92:69 Mr '49
Influence of combined policy on automobile business; effect of multiple line writing. Nat Underw (Auto & aviation no) 53:1+, 11 My 13 '49
Insurer may validly contract for indemnity in case of statutory liability not purchased by assured. Weekly Underw 161:173 Jl 16 '49
Personnel training course; automobile physical damage policy. Rough Notes 92:29 Ap '49
Road service network perfected in Detroit area; problem of claims under road service policies. Nat Underw 53:1 Ap 28 '49; East Underw 50:25 Ap 29 '49; Weekly Underw 160:1120 Ap 30 '49
Virtues of auto standard provisions. J. B. Donovan. Nat Underw 53:21+ S 8 '49; Same cond. Rough Notes 92:34+ O '49; Abstract. East Underw 50:32 S 9 '49

### Preventive work

Additional instructors to teach car driving; training institutes at colleges and universities. Weekly Underw 160:1482 Je 11 '49
Courtesy keynote of new safety campaign of National association of casualty and surety agents. East Underw 50:34 Mr 11 '49; Nat Underw 53:8 Mr 3 '49
Increase noted in number of high schools giving driver courses. Weekly Underw 161:606 S 10 '49
Reducing motor mishaps by approved methods; program of Standard Accident of Detroit. Weekly Underw 160:698 Mr 12 '49
Safety for auto fleets. J. Elder. Rough Notes 92:22-3 Mr '49
Safety work in Utica. A. C. Treiber. East Underw 50:29+ Mr 18 '49
Status of accident prevention. H. P. Jackson. East Underw 50:35 Ap 15 '49
Successful safe driver and fire prevention programs told by agents. East Underw 50:33 O 7 '49
Upsurge in high school driver education seen. East Underw 50:32 S 2 '49

### Purchasing

Red Cross insurance action being opposed. Weekly Underw 161:193 Jl 23 '49; Nat Underw 53:15+ Jl 21 '49

### Rates

Auto bodily injury and property damage rate changes in four states; trend down on bodily injury and property damage; Ark., Neb., R.I. and S.C. involved. Nat Underw 53:24 My 5 '49
Automobile liability ratemaking. T. O. Carlson. Weekly Underw 160:1366-7+, 1546-7+ My 28, Je 18 '49; Excerpts. East Underw 50:38+ My 27 '49
Challenges auto liability rates for young drivers and for certified and assigned risks. W. F. Martineau. East Underw 50:27 Ap 22 '49
15-25 per cent deviation on auto physical damage in Washington (state). Nat Underw 53:3 My 5 '49
Indiana auto rates frozen as probe of property damage claims practices is launched. Nat Underw 53:27 Ap 28 '49
Michigan auto rate strife. Nat Underw 53:1 Je 9 '49
Michigan OK's N.A.U.A. auto rate cuts. Nat Underw 53:4 Je 23 '49
New York rates for A-3 risks due to be adjusted. East Underw 50:35+ My 20 '49; Nat Underw 53:23+ My 19 '49
Ontario auto rates go up; labor demands government step in. Nat Underw 52:8 D 16 '48
Poor auto accident record of youthful drivers brings rate increase to New York; tabulation of rates by territories. Weekly Underw 161:427+ Ag 20 '49; Same. East Underw 50:26 Ag 19 '49
Rates turn down on auto insurance. Bsns W p82 My 7 '49
Reduce Illinois rates. Weekly Underw 161:874 O 8 '49
Sears insurance; mail-order company's subsidiary, Allstate, uses new rating plan. Bsns W p96 D 4 '48
State Farm Mutual in rate reduction program. East Underw 50:32 Ja 14 '49; Nat Underw 53:17 Ja 13 '49
Summary of recent auto liability rate changes by states. Spectator (Property ed) 14:33 D 23 '48
Texas auto rates cut. Nat Underw 53:24 Ap 14 '49
Washington revised auto rates filed. Weekly Underw 159:1387 D 11 '48; Same. Nat Underw 52:22 D 9 '48
Young driver rates are upped 16-22 per cent in New York state; new AB-3 classification created. Nat Underw 53:13 Ag 18 '49

### Risks

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Insurance, Automobile—Assigned risks

### Theft claims

Actual cash value. J. L. Roesch. il Spectator (Property ed) 14:32+ My '49
Car theft by ex-wife. L. A. Burke. Spectator (Property ed) 15:28+ O '49
Joy ride not a theft in Maine within provisions of auto policy. East Underw 50:32 My 20 '49
Kentucky court holds cash value may exceed cost of auto. East Underw 50:31 Je 24 '49

### Valuation of property

Actual cash value. J. L. Roesch. il Spectator (Property ed) 14:32+ My '49
Actual cash value is price in used car market at time car was stolen. Weekly Underw 160:1138 Ap 30 '49
Auto insurable values start down. E. W. Lawrence. Rough Notes 92:32 Je '49
Carrier loses test; Kentucky high court rules on values regarding used cars. Weekly Underw 160:558 F 26 '49
Kentucky court holds cash value may exceed cost of auto. East Underw 50:31 Je 24 '49

### Arkansas

National Bureau answers Arkansas complaint brought by North Little Rock transportation co. East Underw 50:35 Ja 14 '49; Nat Underw 53:17+ Ja 13 '49

### Michigan

Warns of state taking over auto business. W. O. Hildebrand. Nat Underw 53:8 Je 23 '49

### New Hampshire

Idea of insuring the driver has been tried, found unsuccessful. W. H. Brewster. Nat Underw (Auto & aviation no) 53:4+ My 13 '49
May try insuring driver rather than motor vehicle. Nat Underw 53:16 Ja 27 '49

### Ohio

Blind attitude can lose auto business to state. A. M. O'Connell. Nat Underw 53:5+ My 19 '49

### Saskatchewan

Government scheme retards private growth. Nat Underw 53:2 Ag 4 '49

### Virginia

New Virginia certificate and endorsement form OK'd. Nat Underw 53:20 Ja 27 '49

**INSURANCE, Aviation**

Aviation underwriting continues to present many problems; groups have fair experience. Weekly Underw 161:946-7 O 15 '49

Aviation volume levels off; luxury line for agent. Nat Underw (Auto & aviation no) 53:10 My 13 '49

Markel fleet nucleus of new aviation pool, Aero associates, inc. Nat Underw 53:22 Je 23 '49

Reflections on aviation insurance. G. L. Lloyd. East Underw 50:17+ Ap 22 '49

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Insurance, Accident—Aviation risks

Insurance, Airport public and property damage liability

Insurance, Employers' liability—Aviation risks

Insurance, Life—Aviation risks

**Adjustment of claims**

British companies settle students' claims in Seattle plane crash. East Underw 50:33 Jl 8 '49; Nat Underw 53:21 Jl 7 '49

Construe air crash clause favorably to insurer; Smith et al vs. East and West. Nat Underw 53:5 F 10 '49

U.S. tort claims act important in aviation cases. R. S. Mauer. Nat Underw 53:12-13 S 8 '49

**Finance**

Aviation insurance results for years 1943-47, by lines; tabulations. East Underw 49: 19, 34 N 5 '48; Same. Nat Underw 52:8 N 4 '48

Aviation insurance results for years 1944-48; tabulation. East Underw 50:53-4 S 23 '49; Same. Nat Underw 53:11 S 22 '49

Better experience, premium decline for aviation in '49. Nat Underw 53:2 Ja 20 '49

**Moral hazard**

Aviation business has become soft spot in general arson situation. J. Kennedy. Weekly Underw 159:1379+ D 11 '48

**Policies**

Aircraft hull policy; analysis and underwriting information. Rough Notes 91:63-4 D '48

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**Rates**

Insurance reacts to safety record. Aviation W 50:56 Ap 4 '49

**INSURANCE, Bailees' customers**

How to sell bailees' customers insurance. R. C. McCormick and others. il Rough Notes 92:21-6 F '49

Orderly loss procedure needed for bailees' customers claims. L. C. Shamback. East Underw 50:26 F 18 '49

Premium opportunities in writing processing risks. R. G. Shepard. Rough Notes 92:30+ My '49

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Cleaning industry—Insurance requirements

Insurance, Furriers' customers

**INSURANCE, Boiler**

Events of an unusual decade for boiler and machinery insurance. L. B. Brainerd. Weekly Underw 160:39+ sec 2 My 28 '49

Extra premiums in boiler business. J. H. Lewis. Rough Notes 92:20+ Je '49

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Insurance, Power plant

**INSURANCE, Bridge**

Tacoma bridge losses. A. R. MacPherson. il Rough Notes 92:34 Ag '49

**INSURANCE, Builders' risk**

Agent is held for failure to obtain coverage; Texas court of civil appeals. Nat Underw 52:8 D 2 '48

**INSURANCE, Burglary**

How to classify safes and vaults for insurance purposes. A. R. Mosler. il Rough Notes 92:18-19+ Je '49

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**Adjustment of claims**

Insurer wins dispute on outside burglary; Blum and company vs. Standard Accident. Nat Underw 53:20 Mr 10 '49

**Losses**

Burglary loss ratios of twenty companies decline in '48; with tabulation. Spectator (Property ed) 15:20 S '49

Chicago gangsters prove worry. Weekly Underw 160:1509+ Je 18 '49

**Policies**

Mercantile open stock burglary policy; analysis; underwriting. Rough Notes 92:73-4 F '49

Safe burglary policy, mercantile; analysis of policy, underwriting. Rough Notes 92: 89-90 O '49

*Books and records clauses*

Accountant's job under books and records clauses in insurance policies. L. Rosenblum. bibliog J Account 87:135-8 F '49; Same abr. Management R 38:219-20 Ap '49

**INSURANCE, Burial**

High court decides states can divorce mortuary business from insurance; Family Security Life case. Nat Underw (Life ed) 53:3 Mr 4 '49

**INSURANCE, Business**

Approach to businessmen. O. E. Kluck. Rough Notes 91:60-1 D '48

Broad coverage for American industry. P. D. Anderson. East Underw 50:38 pt 2 O 7 '49

Business insurance. T. M. Green. il Spectator (Life ed) 157:20-1+ Jl '49

Business insurance. L. L. Mackey. Spectator (Life ed) 156:25+ S '48; Same abr. Life Ins Courant 53:11-12 D '48

Business insurance evaluation. G. B. Chapman, jr. East Underw 50:106 pt 2 O 7 '49

Business values; corporation and partnership cases. F. L. Morton. Spectator (Life ed) 157:56-7 O '49

How aspects of business insurance lead to a complete program. A. H. Kollenberg. Life Ins Courant 53:10+ D '48; Excerpts. Nat Underw (Life ed) 52:4 S 24 '48

Insurance for sole proprietors. R. W. Osler. Rough Notes 92:64-5 Mr '49

Insurance sole answer for many profit plowers. K. V. Robinson. Nat Underw (Life ed) 53:21 Ap 1 '49

Insuring the key man. R. W. Osler. Rough Notes 92:57-8 Ja; 62 F '49

Motivations, not explanations, sell business insurance. H. D. Josephson. East Underw 50:120+ pt 2 O 7 '49

Need of boosting values in business cases. L. G. Simon. Nat Underw (Life ed) 53:10 F 18 '49

New York CLU's estate planning day; pitfalls in buy and sell agreements. East Underw 50:4+ Ja 28 '49

Precautions for use of business insurance trust. E. S. MacNeill. Nat Underw (Life ed) 53:7 S 30 '49; Discussion. E. J. Mintz. 53: 9 N 4 '49

Probing for peg to hang motivation on held vital in business insurance sale. A. H. Kollenberg; J. L. Craig. Nat Underw (Life ed. 53:9 F 18 '49

University of Illinois clinic takes up writing business insurance. Nat Underw (Life ed) 53:8+ Ag 19 '49

**Credit aspects**

Life insurance as a means of minimizing credit risk. E. T. Golden. Credit & Fin Management 51:22-3+ O '49

**Partnership interest**

Case for partnership insurance. R. W. Osler. Rough Notes 92:62-3+ Ap '49

Partnership insurance agreements. G. S. Bryan. Life Ins Courant 54:20-3+ Mr '49

**Prospects**

Big business in small firms. J. E. Bromley. Life Ins Courant 54:26 O '49

"Lost souls" make good business cover prospects. H. Sloane. Nat Underw (Life ed) 53:6 Je 3 '49

**INSURANCE, Business interruption.** See Insurance, Use and occupancy

**INSURANCE, Camera**

Camera floater covers many risks faced by amateur photographers. East Underw 50:19 Jl 15 '49

Sell camera floaters. Rough Notes 92:65-6 F '49

**INSURANCE, Casualty**

Casualty and surety carriers meeting responsibilities. J. D. Dorsett. Weekly Underw 160:322+ Ja 29 '49; Same. East Underw 50:23+ Ja 28 '49; Same cond. Nat Underw 53:15 Ja 27 '49

Casualty and surety, 1948; summary of trends and indications. J. M. McCarthy. Spectator (Property ed) 14:36-7 Ja '49

Casualty-surety companies and agents hold joint sessions, White Sulphur Springs, Sept. 25-28. East Underw 50:25-30 S 30 '49; Nat Underw 53:17+ S 29 '49; Weekly Underw 161:816-17+ O 1 '49

Casualty-surety leaders plan for buyer's market selling in 1949. W. L. Clapp. East Underw 50:24+ Ja 28 '49

Companies, agents, brokers heard by Mahoney committee; testify on fire-casualty capacity, New York, Nov. 23. East Underw 49:1+ N 26 '48; Nat Underw 52:1+ N 25 '48

Companies prepare for new buyer's market. W. L. Clapp. East Underw 50:3+ pt 2 Je 17 '49

Developing world-wide market for casualty insurance a challenge. J. P. Gibson, jr. East Underw 49:87 D 17 '48

Development of casualty insurance in past decade. J. W. Randall. Weekly Underw 160:27+ sec 2 My 28 '49

Let's take stock; address at French Lick; abstracts. H. P. Stellwagen. East Underw 50:39-40 Mr 25 '49; Nat Underw 53:23+ Mr 24 '49

Mahoney committee questions replied to by Association of casualty and surety companies. R. Murphy. Weekly Underw 159:1272-3+ N 27 '48; Same abr. East Underw 49:28 D 3 '48

Overall casualty picture is much better. J. F. Matthai. Weekly Underw 160:63-4+ Ja 1 '49

Property insurance trends abroad during past decade. L. H. Doman. Weekly Underw 160:11+ sec 2 My 28 '49

Traces the lessening of pressures; capacity problem. C. M. Kellogg. Nat Underw 53:19+ Ja 13 '49

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Insurance, Automobile
Insurance, Aviation
Insurance, Burglary
Insurance, Hail
Insurance, Liability
Insurance, Money and securities
Insurance, Motor truck
Insurance, Plate glass
Insurance, Power plant
Insurance, Surety and fidelity
Insurance, Theft
Insurance, Tornado
Insurance, Valuable papers
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*also* Association of casualty and surety companies; Casualty actuarial society; International association of casualty and surety underwriters; National bureau of casualty underwriters

### Accounting

Form joint group in uniform accounting field. Nat Underw 53:25 O 6 '49

### Adjustment of claims

Claim adjusters did creditable job in '48. H. D. Combs. Weekly Underw 160:71-2 Ja 1 '49

Improved claim practices key to public confidence. V. C. Gorton. Nat Underw 53:22 Ag 11 '49

Purdue bleacher crash settlement is $28,000. Nat Underw 53:15 Jl 21 '49

Recovery for injury without impact studied. C. A. DesChamps. Nat Underw 53:24 S 15 '49

### Agents

Buyers' market can be a boon if agents face, serve and sell clients. R. D. Hodson. East Underw 50:34 Ag 12 '49

Pittsburgh insurance day features many angles of casualty selling. East Underw 50:40+ Mr 4 '49

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#### *Legal status*

Social security bill holds threat to agency system. M. G. Herndon. East Underw 50:32+ O 7 '49

#### *Training*

Aetna school graduates told to diversify business, build capital. East Underw 50:30 Ag 12 '49

### Finance

California net premiums and paid losses in 1948; tabulation. Nat Underw 53:26+ Mr 17; 6-7 Mr 24 '49

Casualty insurance in the United States, 1948; admitted assets, liabilities, reserves, etc.; tabulation by company. Spectator (Property ed) 14:36-7 Ap '49

Casualty-surety writings in New Jersey during 1948; tabulation by companies and by lines. East Underw 50:44-7+ Mr 25 '49

Comparative financial and operating results of fire and casualty companies for year ending Dec. 31, 1948 and 1947; tabulation. Spectator (Property ed) 14:28 F '49

Country-wide underwriting results 1944-48 of companies licensed in New York state; tabulation. East Underw 50:6-7+ pt 2 Je 17 '49

Expense exhibit, year ending Dec. 31, 1948; tabulations. Nat Underw 53:10, 13, 32 Je 2 '49

Financial and operating results of casualty companies for 1947 and 1948; tabulation. Spectator (Property ed) 14:24 Mr '49

Geyer & co. anticipates higher dividends for fire and casualty companies. East Underw 50:26 Ja 21 '49

Grand casualty premium total up 21 per cent in 1948; Argus chart record of the casualty-surety year; tabulation. Nat Underw 53:21-2+ My 12 '49

Illinois net premiums and paid losses in 1948; tabulation. Nat Underw 53:21-3 Mr 31 '49

Indiana net premiums and paid losses in 1948; tabulation. Nat Underw 53:25-7 Ap 21 '49

Insurance picture is rosy. Bsns W p 102-3 S 10 '49

Iowa premiums written and losses paid in 1948; tabulation. Nat Underw 53:31-2 My 12 '49

Kansas net premiums and paid losses in 1948; tabulation. Nat Underw 53:29-31 Ap 21; 22 Ap 28 '49

Maryland net premiums and paid losses in 1948; tabulation. Nat Underw 53:31-3 Ap 7 '49

Michigan premiums written and losses paid in 1948; tabulation. Nat Underw 53:26-7 Ap 28 '49

Missouri net premiums and paid losses in 1948; tabulation. Nat Underw 53:35-6 My 5 '49

Net premiums of casualty carriers licensed in New York $1,672,040,194 in 1948; with tabulation. Weekly Underw 160:1420-1 Je 4 '49

New York net premiums and paid losses in 1948; tabulation. Nat Underw 53:22-3 Mr 10; 24 Ap 14 '49

News of the casualty companies; figures from annual statements. Nat Underw 53:34 F 3; 24-5 F 10; 22-3 F 17; 24 F 24; 35-8 Mr 3; 30-2 Mr 10; 31-3 Mr 17; 27 Mr 24 '49

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Ohio net premiums and paid losses in 1948; tabulation. Nat Underw 53:37-8 My 5; 27 My 19 '49

76 stock carriers did countrywide volume of $1,672,040,194 in 1948; tabulation. East Underw 50:45 My 27 '49

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Stock casualty premiums show 17.9 per cent gain in 1948. Nat Underw 53:19 Je 2 '49

**INSURANCE, Casualty—Finance—*Continued***

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1938-1947. Spectator (Property ed) 14:18-19 D 9 '48

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1939-1948; tabulations. Spectator (Property ed) 15:18, 49-50 Ag '49

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Woes of stock casualty insurance. W. J. Falvey. Nat Underw 52:15 N 18 '48

**Investments**

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, 1939-1948; tabulations. Spectator (Property ed) 15:18, 49-50 Ag '49

**Losses**

Loss ratios by states for the six largest lines; with data for 1947. Spectator (Property ed) 14:14-16 Mr '49

**Preventive work**

Accident prevention and financial responsibility. J. D. Dorsett. Credit & Fin Management 51:12-14 Ag '49

Aetna C. & S. produces ski safety film. East Underw 49:27 D 3 '48

Zurich's films again win laurels. Nat Underw 53:16 Ap 28 '49

**Public attitude**

Poll taken in Iowa shows favorable public attitude toward casualty carriers. Weekly Underw 159:1382 D 11 '48

**Purchasing**

Need for casualty coverages told to Wisconsin utility men at Milwaukee meeting. Nat Underw 53:22 Ap 7 '49

**Rates**

Closer review of state rating plans is recommended. Nat Underw 53:11+ Jl 28 '49

Developments in casualty insurance coverages and ratemaking procedures. W. Leslie. Weekly Underw 160:33+ sec 2 My 28 '49

Rating plans for casualty insurance in 1949; Baltimore address. J. M. Cahill. Weekly Underw 160:769-71+ Mr 19 '49; Excerpts. East Underw 50:28+ Mr 18 '49; Nat Underw 53:23+ Mr 17 '49

Texas board has right to fix uniform rate. Nat Underw 53:19 Jl 14 '49; Same. Weekly Underw 161:144 Jl 16 '49

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Why interstate rating? the casualty insurance viewpoints. J. M. Cahill. East Underw 49:83+ D 17 '48

**Rating bureaus**

Closer review of state rating plans is recommended. Nat Underw 53:11+ Jl 28 '49

**Reinsurance**

Decade of casualty reinsurance results in the United States. W. W. Greene. Weekly Underw 160:37+ sec 2 My 28 '49

Poor casualty underwriting year. Nat Underw 52:25-6 D 30 '48

**Statistics**

*See also*

Insurance, Casualty—Finance

**Canada**

Canadian premiums in 1948 showed increase. Weekly Underw 160:810 Mr 26 '49; Same. East Underw 50:24 Ap 1 '49

**Texas**

Many Texas questions reviewed by department. Nat Underw 53:19+ Ja 20 '49

**INSURANCE, Chiropodists' liability.** See Insurance, Malpractice liability

**INSURANCE, Cotton**

Cotton rate issue threshed out at Texas hearing. Nat Underw 53:3 Ag 25 '49

**INSURANCE, Credit**

Business dip is hiking credit insurance premiums. Nat Underw 53:25 F 17 '49

Coverages and forms; credit insurance form gives fixed control over credit losses. J. P. O'Brien. Spectator (Property ed) 14:18-19 D 23 '48

Credit life insurance specialized coverage certain to expand. J. F. Hollenbeck. Weekly Underw 160:73+ sec 2 My 28 '49

Is credit insurance timely? J. E. Beahn. Rough Notes 92:30 Ja '49

Life insurance and the C's of credit. R. I. Mehr. Credit & Fin Management 51:8-9+ My '49; Same cond. Management R 38:395-7 Jl '49

**INSURANCE, Crop.** See Insurance, Agricultural

**INSURANCE, Deferred payment investments**

North American Life and Casualty to cover unpaid installments of investors' group. Nat Underw (Life ed) 53:2 Ap 15 '49

**INSURANCE, Deferred payment merchandize**

Merchandise floater valuable for protection of unpaid balances. East Underw 49:15 D 31 '48

*See also*

Insurance, Automobile—Financed automobiles

**INSURANCE, Disability**

Acceptable cash sickness bill presented; Condon-Mailler measure in New York. Weekly Underw 160:730-1 Mr 19 '49

American Casualty offers three TDB plans under New Jersey's law. East Underw 49:22 D 31 '48

Brooklyn brokers urge uniform TDB rules, rates, forms. Nat Underw 53:24 Je 23 '49; Same. Nat Underw (Life ed) 53:4 Je 24 '49

California carrier interprets disability act decision; sees conflict between UCD and compensation awards. East Underw 50:38 Ja 14 '49; Same. Nat Underw 53:17 Ja 13 '49; Same. Nat Underw (Life ed) 53:1 Ja 14 '49

Cash sickness disability bills in several states. Weekly Underw 160:534 F 26 '49

Cash sickness legislation. A. Pike, jr. Weekly Underw 159:1175-7 N 13 '48; Same. Life Ins Courant 54:44-6 F '49; Same abr. East Underw 49:60-1 O 15 '48; Same cond. Nat Underw 52:22+ O 14 '48; Same cond. Nat Underw (Life ed) 52:1+ O 15 '48

Clarifies N.Y. disability benefits law; abstracts. R. E. Dineen. East Underw 50:41 O 7 '49; Weekly Underw 161:883-4 O 8 '49

"Comp" carriers seek big part in New York TDB picture. Nat Underw 53:19 Ap 21 '49; Same. Nat Underw (Life ed) 53:3 Ap 22 '49

Comparative analysis of state TDB laws made by LIAA; New York, New Jersey, California and Rhode Island. Nat Underw 50:14 Je 23 '49; Same. Nat Underw (Life ed) 53:24 Je 10 '49

Coverages and forms; temporary disability benefits. Spectator (Property ed) 14:47-8 Ja '49

Dewey supports cash loss wage indemnity in New York. East Underw 50:14 Ja 7 '49

Effects of TDB laws on privately insured plans. R. E. Chislett, 2d. Nat Underw (Life ed) 53:2+ O 14 '49

Experience under TDB laws. F. T. Curran. East Underw 50:42 Mr 25 '49

Final regulations for TDB private plans issued by New Jersey commission; text with commentary. East Underw 49:37 N 12 '48

14,643 TDB private plans written in N.J. East Underw 50:41 My 27 '49

Holds unemployment act does not apply to agents; New Jersey Supreme court finds application to industrial agents only was in error. Weekly Underw 160:699 Mr 12 '49

Human side of TDB act; producers must make it work. C. J. Simons. East Underw 50:33 Ap 29 '49

Implores insurers to rise to occasion in TDB; wants many to enter field and hold line on expenses. R. E. Dineen. Nat Underw 53:19 My 26 '49; Same. Nat Underw (Life ed) 53:2 My 27 '49

Income disability returning slowly. Nat Underw (Life ed) 53:9 Ag 19 '49

**INSURANCE, Disability**—*Continued*

Industry should sell New York disability coverage now. Nat Underw 53:11+ Jl 28 '49; Nat Underw (Life ed) 53:3+ Jl 29 '49

Insurers embrace U.C.D. as alternative to U.S. health cover. Nat Underw 52:15 N 18 '48; Same. Nat Underw (Life ed) 52:1 N 19 '48

Lauds N.Y. TDB measure. R. E. Chislett. Nat Underw 53:15+ Ap 28 '49; Same. Nat Underw (Life ed) 53:1+ Ap 29 '49

Mailler cash sickness bill approved by Gov. Dewey. Weekly Underw 160:979+ Ap 16 '49

Mailler-Condon bill, signed by Dewey, will mean big harvest for companies. East Underw 50:31 Ap 22 '49

NAIA disability committee urges New York DBI law as national pattern. J. C. Conklin. East Underw 50:32 S 23 '49

New disability law in New York state explained. H. G. Waltner, jr. Weekly Underw 160:1072 Ap 23 '49

N.J. agents clash with union man on the placing of TDB coverage. East Underw 50:42 Mr 18 '49

N.J. off-the-job disability insurance program. Am Gas Assn Mo 31:14+ Je '49

New Jersey TD trend toward private plan placing. W. R. Bull. East Underw 50:17 Je 10 '49

New Jersey TDB-regulations issued. Nat Underw 52:22 N 11 '48; Same. Nat Underw (Life ed) 52:2 N 12 '48

New temporary disability laws. R. E. Chislett, 2d. il Rough Notes 92:28+ Jl; 30+ Ag '49

New Wisconsin UCD bill taxes workers only. Nat Underw 53:26 Ap 14 '49; Same. Nat Underw (Life ed) 53:3 Ap 15 '49

New York allows only minor cuts in rates under New Jersey TDB plan. Nat Underw (Life ed) 52:2+ N 5 '48; Same abr. Nat Underw 52:21 N 4 '48

New York disability benefits law. M. W. Zucker. Comm & Fin Chr 170:1151+ S 22 '49

New York disability benefits law represents challenge to producers. East Underw 50:11+ pt 2 Je 17 '49

New York disability problems. Nat Underw 53:17 Je 9 '49; Same abr. Nat Underw (Life ed) 53:5+ Je 10 '49

New York plan unveiled. Nat Underw 53:23+ Mr 17 '49; Same. Nat Underw (Life ed) 53:3+ Mr 18 '49

New York TDB cover. E. B. Whittaker and P. D. Hicks. Nat Underw (Life ed) 53:2+ My 27 '49

New York TDB law; sales tips. E. B. Whittaker. Nat Underw 53:27 Je 2 '49

New York's disability benefits law. M. Donlon. Life Ins Courant 54:33-5 Je '49; Excerpts. East Underw 50:32+ Ap 29 '49

Practical aspects of state disability benefits laws. R. E. Chislett, 2d. East Underw 50:36 Je 3 '49

Predicts social insurance growth; Americans can learn from experiences in Europe; abstracts. M. Donlon. East Underw 50:33+ S 9 '49; Nat Underw 53:21+ S 8 '49; Nat Underw (Life ed) 53:1+ S 9 '49

Problem of women, Negroes under TDB act; Mayor Murphy charges discrimination by insurance companies in New Jersey. Nat Underw 52:23 D 16 '48; Same abr. Nat Underw (Life ed) 52:9 D 17 '48

Proposes disability problem be left to state assistance plans. M. A. Linton. East Underw 50:33 Ap 8 '49

Public hearing called on New York DB law; abstracts. M. Donlon. East Underw 50:42 O 7 '49; Weekly Underw 161:883-4 O 8 '49

Questions about A.S.C.E. group plan of disability insurance answered. Civil Eng 19:561 Ag '49

State sickness insurance systems; New York and Washington. Mo Labor R 69:37-9 Jl '49

Summary of New Jersey disability activities, first half 1949. East Underw 50:32 Ag 12 '49

TDB law in New York sets stage for big sales drive. D. J. Reap. Nat Underw 53:21+ Ap 7 '49; Same. Nat Underw (Life ed) 53:1+ Ap 8 '49

TDB regulations issued. Nat Underw 52:22 N 11 '48; Same. Nat Underw (Life ed) 52:2 N 12 '48

Temporary disability insurance laws. E. F. Knoblock. East Underw 50:45-6 S 16 '49

Trend toward state DBI laws big factor in future; abstracts. T. Y. Beams. East Underw 50:30+ O 14 '49; Weekly Underw 161:956+ O 15 '49

UCD referendum plan in Washington causes insurance rift. Nat Underw 53:23 Ap 14 '49; Same. Nat Underw (Life ed) 53:3 Ap 15 '49

Washington passes UCD bill. Nat Underw (Life ed) 53:1+ Mr 18 '49; Same. Nat Underw 53:23+ Mr 17 '49

Washington referendum on TDB law is now assured. Nat Underw 53:19 Jl 14 '49; Same. Nat Underw (Life ed) 53:1 Jl 15 '49

Washington UCD bill greatly restricts private plans. Nat Underw 53:8 F 3 '49; Same. Nat Underw (Life ed) 53:11 F 4 '49

*See also*

Insurance, Accident
Insurance, Health
Insurance, Life—Disability provisions

**INSURANCE, Earthquake**

Pacific coast hit by earthquake; insurance losses may be substantial. Weekly Underw 160:977+ Ap 16 '49

Seattle still stands; insurers still solvent. Nat Underw 53:6 Ap 21 '49

**INSURANCE, Elevator**

Elevator inspection case. J. L. Roesch. Spectator (Property ed) 14:28-9+ Je '49

**INSURANCE, Employers' liability**

*See also*

Insurance, Workmen's compensation

**Aviation risks**

Compensation for aircraft risks. J. C. Conklin, jr. Rough Notes 91:52-3 N '48

**INSURANCE, Explosion**

*See also*

Insurance, Boiler

**Losses**

Holland tunnel loss. Nat Underw 53:7 My 19; 8 My 26 '49

Kansas power company blast to cost $250,000. Nat Underw 52:7 D 16 '48

**INSURANCE, Extra expense**

Cover for small businesses. G. G. Strom. Nat Underw 52:10 N 4 '48

Extra expense insurance. C. A. Snow. il Rough Notes 92:17-18+ Ja '49

Who needs extra expense cover? A. C. Gunther. Rough Notes 92:17+ O '49

**INSURANCE, Fidelity.** See Insurance, Surety and fidelity

**INSURANCE, Fire**

Agency personnel training course; instructions for policywriters and office personnel; how to use a fire manual. Rough Notes 92:29 F '49

Buyer's market in insurance. Bsns W p94-6 F 19 '49

Capacity problem may now be thing of past. Nat Underw 53:1+ Ja 20 '49

Companies, agents, brokers heard by Mahoney committee; testify on fire-casualty capacity, New York, Nov. 23. East Underw 49:1+ N 26 '48; Nat Underw 52:1+ N 25 '48; Weekly Underw 159:1249+ N 27 '48

Company affiliations in West; list of stock fire companies operating in Western underwriters association territory. Nat Underw 53:3 Mr 3 '49

Fire insurance for mercantile risks. W. F. Moses and others. Rough Notes 91:21-2 N '48

Glens Falls 100th anniversary; book records history. East Underw 50:17+ S 30 '49; Nat Underw 53:2+ S 29 '49; Weekly Underw 161:798+ O 1 '49

Gold rush in contents fire; average home-owner has insurance for only one-seventh of his contents values. A. T. Moyer. Rough Notes 92:19+ My '49

Hospital group gets out critique of three covers. Nat Underw 53:28 O 6 '49

Mutual engineers, underwriters hold joint session, Chicago, June 13-15. Nat Underw 53:25 Je 16 '49; Weekly Underw 160:1509+ Je 18 '49

**INSURANCE, Fire**—*Continued*

New fire insurer; Associated factory mutual of Providence expands. Bsns W p80 F 5 '49

1948; the year of ill-feeling. C. G. Hale. Spectator (Property ed) 14:8-11+ Ja '49

Pleads for unity in industry internal relations. J. F. Crafts. Nat Underw 53:1+ Mr 17 '49

Sees 1949 year of stiffer competition. C. S. Kremer. East Underw 50:1, 24 F 4 '49

Sees up-grade in capacity problem; abstracts. W. Meiss. East Underw 49:28 N 19 '48; Nat Underw 52:5 N 18 '48; Weekly Underw 159: 1189+ N 20 '48

Significant developments in fire insurance during the past decade. C. D. Sheffe. Weekly Underw 160:7+ sec 2 My 28 '49

Smaller business, dwelling losses still underinsured. Nat Underw 53:8 Ap 7 '49

Softening appears on fire insurance scene. Nat Underw 53:1+ Je 9 '49

Traces the lessening of pressures; capacity problem. C. M. Kellogg. Nat Underw 53: 19+ Ja 13 '49

Values are still underinsured. G. E. Richardson. Rough Notes 92:34+ Mr '49

What will it cost to rebuild your property? expiring policies should be increased to cover today's values (cont). Rough Notes 92:34 Ja; 34 Ap; 30 Jl '49

What will it cost to replace your personal property today; expiring contents policies and personal property floaters should be increased to cover today's values (cont). Rough Notes 91:32 N '48; 92:32 F; 34+ My; 32 Ag; 38 O '49

*See also*

Insurance, Accounts receivable
Insurance, Builders' risk
Insurance, Forest
Insurance, Marine
Insurance, Use and occupancy

*also* Board of fire underwriters of the Pacific; Factory insurance association; Multiple location service office (formerly Interstate underwriters board); National board of fire underwriters; Western underwriters association

### Accounting

Answers critics of study on 1921 profit formula; address before General brokers association. R. E. Dineen. Nat Underw 52:1 N 4 '48

Answers National Board statement on his profit proposals; abstracts. R. C. McCullough. East Underw 49:24+ D 10 '48; Nat Underw 52:1+ D 2 '48

Fire insurance company's margin of profit. D. J. Cowie. Weekly Underw 161:537-8, 807-8 S 3, O 1 '49 (to be cont)

Form joint group in uniform accounting field. Nat Underw 53:25 O 6 '49

NAIA counsel hits commission proposals in McCullough report. East Underw 49:61 D 17 '48

NAIC committee recommends six per cent profit factor. East Underw 50:1+ Je 17 '49; Nat Underw 53:1+ Je 16 '49; Weekly Underw 160:1514+ Je 18 '49

New profit formula officially adopted by N.A.I.C. Nat Underw 53:1 Jl 7 '49; East Underw 50:22 Jl 15 '49

New York department initiates cost study to determine expense in handling single and multiple location risks. Weekly Underw 160:1166 My 7 '49; Same. Nat Underw 53: 1+ Ap 28 '49

To continue study of profit formula; companies oppose lumping of banking operations with rating question; NAIC one-day closed session, New York. Nat Underw 52:5 D 9 '48

### Adjustment of claims

Ask rehearing in subrogation case; Margery B. Soltz and Home vs. Colony recreation center. Nat Underw 53:28 Ag 4 '49

Big subrogation decision reversed; Cornelius Gilbert d/b/a Gilbert storage and transfer company vs. Gulf oil corporation. Nat Underw 53:28 Ag 4 '49

Bowling alley wins subrogation issue. Nat Underw 53:6 Ag 18 '49

Cincinnati press, radio stir up strange claims. Nat Underw 53:6 O 13 '49

Explosion of cold water theory brings recovery within terms of fire insurance policy. Nat Underw 52:4 D 23 '48

Failure to report values held not to void coverage. Nat Underw 52:9 D 16 '48

Holds agents shouldn't assign losses; is not within their rights. D. B. Sherwood. East Underw 50:28 My 20 '49

How to explain "betterments"; why a loss is adjusted for less than it costs to rebuild. W. C. Moore. il Rough Notes 91:17-18+ N '48

Lloyd's answers fire loss action of United wallpaper, inc. Nat Underw 53:2 Je 2 '49

Missouri valued policy law gives full recovery to "interest"; Michigan F.&M. vs. Magee et al. Nat Underw 53:1+; Discussion. J. C. O'Connor. 6 F 24 '49

Ohio court rules against insurer in subrogation case; M. B. Soltz and Home vs. Colony recreation center et al. Nat Underw 53: 3 Je 30 '49

Seeks full recovery on building insured said it intended to demolish. Nat Underw 53:11 O 13 '49

Small loss inventory clause held not waiver of coinsurance clause. East Underw 50:28-9 F 11 '49

Subrogation in breach of contract. J. L. Roesch. Spectator (Property ed) 15:22+ Ag '49

### Agents

How to sell fire insurance to manufacturers. J. D. Phelan and others. Rough Notes 92: 21-6+ Ag '49

Introspective rating of fieldmen. Spectator (Property ed) 14:12-14 Ja '49

### *Commissions*

Chicago commission situation becomes heavily clouded. Nat Underw 53:8 Ag 25 '49

Commission war in the making now; address before American association of managing general agents. J. C. Stott. East Underw 50:22+ My 27 '49; Abstracts. Nat Underw 53:4 My 26 '49; Weekly Underw 160:1340 My 28 '49

1948; the year of ill-feeling. C. G. Hale. Spectator (Property ed) 14:8-11+ Ja '49

North America defends deviations based on commission reductions. East Underw 50: 19+ Ag 12 '49; Weekly Underw 161:289+ Ag 6 '49

North America deviation hearing engenders heat; question of commissions. Nat Underw 53:1+ Ag 4 '49; East Underw 50:18 Ag 5 '49

### *Legal status*

Social security bill holds threat to agency system. M. G. Herndon. East Underw 50: 32+ O 7 '49

### Cancellation

Cancellation held effective without notice to assured. Nat Underw 53:4 Jl 28 '49

Insurer loses Florida cancellation decision. Nat Underw 53:6 S 8 '49

Liability of insurer on cancellation discharged by payment of unearned premium less broker's commissions. Weekly Underw 160: 522 F 19 '49

Missouri superintendent hits cancellations on realty transfers. East Underw 49:20 D 10 '48; Same. Nat Underw 52:28 D 9 '48

### Classification of risks

National Board backs loss classifications. East Underw 50:18 Ag 12 '49; Same. Weekly Underw 161:349+ Ag 13 '49; Same cond. Nat Underw 53:4 Ag 11 '49

New classification for extended coverage. East Underw 49:14 D 31 '48; Nat Underw 52:7 D 16 '48

Standard classification gets wide acceptance from state authorities. East Underw 50:23+ My 27 '49

### Coinsurance

Scripps-Howard syndicated editorial on coinsurance based on errors. Nat Underw 53:4 Je 23 '49

### Coverage

Fire problems in lease agreements. W. B. Houseal. Rough Notes 92:19-20+ F '49

## INSURANCE, Fire—*Continued*

### Excess policies

Fire excess covers strongly to fore today. E. C. Werner. Nat Underw 52:29 D 30 '48

How excess business is placed. H. N. Goldowitz. Weekly Underw 159:1423+ D 18 '48

### Farm policies

Asks more liberal farm form. F. J. Marshall. East Underw 50:26 My 6 '49

### Finance

Chicago fire writings; 1948, 1949; tabulation. Weekly Underw 161:653 S 17 '49; East Underw 50:41 S 16 '49

Comparative financial and operating results of fire and casualty companies for year ending Dec. 31, 1948 and 1947; tabulation. Spectator (Property ed) 14:28 F '49

Financial and operating results of fire and marine companies for 1947 and 1948; tabulation. Spectator (Property ed) 14:25 Mr '49

Fire association group merger plans announced. East Underw 50:18 O 21 '49; Nat Underw 53:13 O 13 '49

Fire company assets near $5 billion at end of 1948; with detailed tabulations. Spectator (Property ed) 14:28-34 Ap '49

Fire company experience in 1948 by lines; tabulation. Nat Underw 53:11 F 10; 6 F 17; 11 F 24; 19 Mr 3; 12 Mr 10 '49

Fire company 1948 statement figures in tabloid. Nat Underw 53:11 F 10; 6 F 17; 15 F 24; 10 Mr 3; 8 Mr 10; 8 Mr 17; 11 Mr 24 '49

Fire insurance experience is extracted from expense exhibits; tabulation. Nat Underw 53:2+ Ag 25 '49

Fire insurance experience 1944-1948; company aggregates; tabulations. East Underw 50:17 Ag 26 '49

Fire insurance reflects industrial and economic development. T. J. V. Cullen. Weekly Underw 160:13+ sec 2 My 28 '49

Fire premiums in New York up six per cent in '48; with figures for 1947-48. Nat Underw 53:6 Mr 17 '49

Fire profits are too low. D. J. Cowie. East Underw 50:22+ My 27 '49; Nat Underw 53:2+ My 26 '49; Weekly Underw 160:1339+ My 28 '49

Geyer & co. anticipates higher dividends for fire and casualty companies. East Underw 50:26 Ja 21 '49

Insurance picture is rosy. Bsns W p 102-3 S 10 '49

Market record over the past two years for a selected list of leading fire insurance stocks; tabulation. H. E. Johnson. Comm & Fin Chr 169:168 Ja 13 '49

Nation-wide fire insurance net premiums and losses paid in 1948; tabulation by company. East Underw 50:19 Mr 11 '49

Net premium and loss figures for 1948 on fire company allied lines; with tabulations. East Underw 50:1+ Mr 11 '49

New Jersey premiums and losses paid by fire and marine companies; tabulation. East Underw 50:18 Mr 25 '49

New York state fire insurance net premiums, losses paid during 1948; tabulation by company. East Underw 50:24 Mr 11 '49

New York state results and tax figures for 1948; tabulations by company. Nat Underw 53:6 Mr 10 '49

1948 mutual fire results; tabulation by company. Nat Underw 53:6 Ja 27; 14 F 3; 32 F 10; 9 F 17; 2 F 24; 14 Mr 3; 13 Mr 10; 10 Mr 17 '49

Ninety years of fire insurance; premiums received and fire losses paid by companies doing business in New York state from 1859 to 1948; graph. Weekly Underw 160:97 sec 2 My 28 '49

Premium gain of fire companies 17.3 per cent last year; with Argus fire chart data showing aggregate figures in '48. Nat Underw 53:1+ Ap 14 '49

Profits and losses, 100 stock fire companies, 1939-1948; with tabulation. F. J. Malley. Spectator (Property ed) 14:24-5+ Je '49

Stock fire insurance 1948 experience by lines from Argus fire chart; tabulation by company. Nat Underw 53:2-4 Mr 31 '49

Stockholder, forgotten man. J. M. Haines. Weekly Underw 160:1337+ My 28 '49

Underwriting and investment profits and losses in 1947; record of 100 leading stock fire insurance companies; tabulation. Spectator (Property ed) 14:20-1 N 11 '48

Underwriting and investment profits and losses, 1948; record of 200 stock fire companies; tabulation. Spectator (Property ed) 14:20-2 My '49

Underwriting and investment profits and losses of 100 leading fire companies in a decade, 1938-1947; tabulation. Spectator (Property ed) 14:16-17 D 9 '48

### Improvements and betterments policies

Adjustment of improvements and betterments losses. H. O. Wolfe. Rough Notes 92:30+ F '49

Improvements and betterments insurance. F. Sowers. Weekly Underw 161:248-50, 303-5 Jl 30-Ag 6 '49

### Inspection

Inspecting store risks. M. E. Bulske. il Rough Notes 91:23-6 N '48

### Instalment premiums

Amendments made in SEUA proposals for instalment premiums. East Underw 50:1+ Ag 5 '49; Nat Underw 53:1+ Ag 4 '49

Attacks new S.E.U.A. plan on term business. W. J. Reynolds. Nat Underw 53:8+ Jl 7 '49

Blasts installment premiums; are threat to agents; abstracts. W. H. Bennett. East Underw 50:28-9 S 23 '49; Nat Underw 53:53-5 S 22 '49

Evolves new plan to finance five year premiums through banks. A. C. Stevens. East Underw 50:22 Jl 29 '49

Installment payments; New York Association states position. Weekly Underw 161:360 Ag 13 '49

Installment plan chief topic at Eastern meeting. Nat Underw 53:36+ S 22 '49

Installment plan of S.E.U.A. is ok'd in four states. Nat Underw 53:9 S 8 '49

Massachusetts agents take stand against installment plan. Nat Underw 53:2 O 13 '49

New York agents protest instalment proposals. East Underw 50:18 Ag 19 '49; Nat Underw 53:3 Ag 18 '49

Premium installment payment plans are flayed by agents. East Underw 50:1+ S 23 '49; Nat Underw 53:31+ S 22 '49; Weekly Underw 161:741+ S 24 '49

S.E.U.A. approves new fire pay plan. Nat Underw 53:2 Je 30 '49

SEUA continues pay plan study; bank enters arena. Nat Underw 53:2 Ag 18 '49

Stevens has plan to compete with installment idea. Nat Underw 53:2 S 29 '49

Term installment plan mushrooms in many sections. Nat Underw 53:1+ Je 9 '49

### Liability property damage policies

Commissioners committee tackles problem of regulating fire legal liability. Nat Underw 52:1 D 16 '48

Producer, company man have go at fire legal liability. C. Supplee; O. C. Griffith. Nat Underw 53:8+ Mr 24 '49

### Losses

'48 catastrophe record bright in contrast to '47. Nat Underw 52:3 D 30 '48

Heavy losses in fires at Illinois cities of Joliet, Danville. Nat Underw 53:7 Je 16 '49

Loss ratios by states for the six largest lines; with data for 1947. Spectator (Property ed) 14:14-16 Mr '49

$1 million loss at Salt Lake City. Nat Underw 53:10 Jl 7 '49

Ravinia loss $115,000, Highland Park, Ill. Nat Underw 53:15 My 19 '49

Tragic $900,000 Charleston fire kills seven firemen. Nat Underw 53:1 Mr 10 '49

Travelers has entire line on Effingham hospital disaster. Nat Underw 53:2 Ap 7 '49

*See also*

Insurance, Fire—
Smoke odor damage

## INSURANCE, Fire—*Continued*

### Mathematics

How to calculate costs on unearned premium cover. Nat Underw 53:12-13 O 6 '49; Discussion. 53:10 O 20 '49

### Moral hazard

Changing supply, demand picture closely watched; Christmas crash possibility concerns underwriters; softness in many lines. Nat Underw 52:2 D 2 '48

Eye moral hazard factor in 1949. Nat Underw 53:14 Ja 20 '49

Mississippi commissioner gives warning on overinsurance. Nat Underw 53:5 Ja 27 '49

Warns agents against over-insurance. J. M. McCormack. Weekly Underw 159:1062 N 6 '48; Same abr. East Underw 49:24 N 12 '48

### Mortgagee interest

Insured, insurer must recognize mortgagee in Mississippi. Nat Underw 53:6 S 22 '49

No salvage for mortgagor under Missouri high court mortgage clause decision. Nat Underw 52:6 D 30 '48

Subrogation denied insurer paying mortgagee although neither mortgagor nor new owner gave notice of sale. Weekly Underw 160: 403 F 5 '49

### Multiple location policies

Commissioners favor Escott plan. Nat Underw 53:1+ Jl 7 '49; East Underw 50:1+ Jl 8 '49

Current problems outlined at hearing on IUB. I. Escott; W. R. McCain. East Underw 49:20+ N 26 '48

Deny inconsistency in rating multiple location coverage at New York department hearing. H. C. Conick; E. L. Clark. East Underw 49:1+ N 19 '48

Details of Escott multiple location rating plan. Nat Underw 53:1+ Je 30 '49

Escott plan approved by New York dept. East Underw 50:20 S 9 '49; Nat Underw 53: 1+ S 8 '49

Escott plan approved in New York state; text of approval letter. Weekly Underw 161:581+ S 10 '49

Extracts from NAIC conclusions on multiple location risk proposal. East Underw 50:19+ F 25 '49

How to sell reporting fire forms. P. E. Keedy and others. Rough Notes 92:21-6 Ap '49

Multiple location public hearings in New York conclude. East Underw 49:1+ D 3 '48; Nat Underw 52:1+ D 2 '48

Multiple location rate filing of United Mutual accepted by New York. East Underw 50: 20 My 13 '49

Multiple location risks are not rating class. H. Perlet. Nat Underw 52:29 D 30 '48

New multiple risk debit and credit plan to come before commissioners. Nat Underw 53:10 Je 16 '49

New York bans form A for risks with five or more locations. Nat Underw 53:11 Mr 10 '49

New York bars binding multiple locations on reporting basis. East Underw 50:1+ Ap 8 '49; Nat Underw 53:6 Ap 7 '49

N.Y. department studying rate proposals for multiple locations; IUB changes its name. East Underw 49:1+ N 12 '48

New York dept. views on expenses, loss elements in multiple location risks; excerpts from decision. East Underw 50:20+ Ja 14 '49

New York fire insurance rating organization argues alleged savings in multiple risk writings do not exist. East Underw 50:1+ My 13 '49

New York rejects average rate plan for multiple risks. East Underw 50:1+ Ja 7 '49; Nat Underw 53:1+ Ja 6 '49; Weekly Underw 160:138-9 Ja 8 '49; Spectator (Property ed) 14:32+ F '49

Outline of activities and services of Multiple location service office. East Underw 49:23 N 26 '48

Questions special rating for multiple fire risks. C. W. Harris. East Underw 50:1+ Mr 25 '49; Same abr. Weekly Underw 160:800+ Mr 26 '49; Excerpts. Nat Underw 53:2 Mr 24 '49

Rate organization polls members on Escott rating plan. East Underw 50:1+ Jl 29 '49; Weekly Underw 161:246 Jl 30 '49

Schedule of credits and debits in new multiple location risk plan. East Underw 50:17 Jl 8 '49

Single state specific rate reporting form A. Rough Notes 92:85 Ap '49

Statement of New York insurance brokers regarding multiple location risks. Weekly Underw 159:1306+ D 4 '48

Take Dineen into court on multiple location issue; insurers ask to have voided the order rejecting average plan. Nat Underw 53:3 My 5 '49

Views on multiple location rate principles; Buffalo address; abstracts. R. E. Dineen. East Underw 49:24 N 26 '48; Nat Underw 52:3+ N 18 '48; Weekly Underw 159:1190+ N 20 '48

### Municipal policies

Supreme court refuses to reverse fire case; city of Morgantown, W. Va. East Underw 50:24 Je 17 '49

### Negroes as policy holders

Underwriters trying to solve problem of providing insurance for Negroes. Weekly Underw 161:356+ Ag 13 '49

### Policies

Asks all risk policies; address before New England associations of insurance agents, Bretton Woods, N.H. R. B. Gallagher. East Underw 50:17 Je 17 '49

Building and contents (mercantile) form. Rough Notes 92:28 O '49

California new format expected; all policies will be on interest basis. J. C. O'Connor. Nat Underw 53:3 Je 16 '49

Fire policy reform. J. L. Roesch. Spectator (Property ed) 14:40+ Ap '49

Harrington would end standard fire policy. East Underw 49:29 N 12 '48; Nat Underw 52:4 N 11 '48; Weekly Underw 159:1061+ N 6 '48

How to sell fire insurance to manufacturers. J. D. Phelan and others. Rough Notes 92: 21-6+ Ag '49

Mercantile building, fixtures and stock form. Rough Notes 91:67 N '48

Motion picture machines and amplifiers held within coverage of fire policies on theatre building. Weekly Underw 161:114 Jl 9 '49

N.Y. standard form fought in Minnesota. East Underw 50:16 Ja 21 '49

Sales clinic on selling reporters. J. Wilkins. Rough Notes 92:20+ S '49

Smoke endorsement; inherent explosion clause. Rough Notes 92:61-2 Jl '49

Standard policy; analysis; underwriting. Rough Notes 92:77-8 Je '49

Television aerials covered under contents policy. Nat Underw 53:13 Jl 7 '49; East Underw 50:21 Jl 15 '49

Texas standard policy undergoes much revision. Nat Underw 53:6 Ja 6 '49; Weekly Underw 160:142 Ja 8 '49

Three important words, actual cash value; abstract. Management R 38:49-51 Ja '49

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Insurance, Fire—Excess policies
Insurance, Fire—Farm policies
Insurance, Fire—Improvements and betterments policies
Insurance, Fire—Liability property damage policies
Insurance, Fire—Multiple location policies
Insurance, Fire—Municipal policies
Insurance, Fire—School district policies
Insurance, Fire—State policies

### *Books and records clauses*

Accountant's job under books and records clauses in insurance policies. L. Rosenblum. bibliog J Account 87:135-8 F '49; Same abr. Management R 38:219-20 Ap '49

### *Extended coverage endorsements*

Insurer not liable for collapse of roof seven weeks after storm; action on an extended coverage provision. East Underw 50:22 Ag 26 '49

**INSURANCE**, Fire—Policies—Extended coverage endorsements—*Continued*

More New England extended coverage changes. Nat Underw 53:1+ F 3 '49

### Premiums, Payment of

S.E.U.A. tackles problem of term annual premium. Nat Underw 53:27 Je 23 '49

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Insurance, Fire—
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### Preventive work

Direct state aid to fire departments in Ontario. W. J. Scott. East Underw 50:26 S 9 '49

Executive responsibility for fire prevention. H. Anderson. Weekly Underw 160:1402-5 Je 4 '49

Factory insurance association's prevention service for industry. East Underw 49:57+ D 17 '48

Fight against fire waste. H. F. Ogden. Weekly Underw 160:917+ Ap 9 '49

Fire insurance public relations aimed to lessen fire waste. J. M. Haines. Weekly Underw 160:71+ sec 2 My 28 '49

NFPA lists material for fire prevention week. East Underw 50:25 Ag 12 '49; Spectator (Property ed) 15:22+ S '49

Necessity for modernized city ordinances and enforcement; fire prevention and control. J. K. Evans. Weekly Underw 161:26-8 Jl 2 '49

New division of fire technology in Texas. East Underw 50:16 Ag 26 '49

New York Board extends electrical services. East Underw 50:24 Ja 7 '49

Relation of design and operating practices to casualties in shipyards and aboard ship. E. C. Holden, jr. Weekly Underw 161:198+ Jl 23 '49

State fire prevention association of New York organized. East Underw 50:20 F 18 '49

Successful safe driver and fire prevention programs told by agents. East Underw 50:33 O 7 '49

Uses influence of child in fire safety program. S. F. Withe. Nat Underw 52:11 N 4 '48

### Public attitude

Companies missing relations bet; failure to explain tariff changes to public harmful. D. J. Lowd. Weekly Underw 159:1076 N 6 '48

### Rates

Condemns federal supervision; upholds rating laws. D. S. Butler. Weekly Underw 161:582+ S 10 '49

District of Columbia rate issue is disposed of. Nat Underw 53:4 Ap 14 '49

Extended coverage rates are reduced in New England states. Nat Underw 53:1 Ja 13 '49

Fire insurance cuts stir new opposition. Bsns W p54+ Jl 2 '49

Fire rate poser; N.Y. state ruling. Bsns W p84 Ja 15 '49

Fire rates reduced by seven per cent in Pennsylvania. East Underw 50:32+ S 16 '49; Nat Underw 53:2 S 15 '49; Weekly Underw 161:643+ S 17 '49

Fireworks are missing at North America Pennsylvania hearing. Nat Underw 53:1+ F 10 '49

**Fundamentals involved in rating discussions. E. F. Gallagher. East Underw 50:20-1 Ap 29 '49**

Hold secret session on interstate problem. Nat Underw 53:1+ F 17 '49

Home and fire association deviation filings approved in Pennsylvania. Nat Underw 53:1 Ag 11 '49

How to reduce clients' fire rates. A. J. Snow. plans Rough Notes 92:15-16+ Jl '49

Industry seeking temporary approval of interstate plan; New York department hearings. Nat Underw 52:1+ N 18 '48

Injunction halts Tennessee rate cut. Nat Underw 53:10 Jl 7 '49; Same. Weekly Underw 161:73+ Jl 9 '49

Insurance fight nears its end. Bsns W p94 S 17 '49

N.A.I.C. has another go at interstate rating plans. Nat Underw 52:5+ D 16 '48; East Underw 49:56+ D 17 '48

North America defends deviations based on commission reductions. East Underw 50:19+ Ag 12 '49; Weekly Underw 161:289+ Ag 6 '49

North America deviation hearing engenders heat. Nat Underw 53:1+ Ag 4 '49; East Underw 50:18 Ag 5 '49

North America makes deviation filings in Pennsylvania. Nat Underw 53:1+ Ja 6 '49

Offer changes in New York law to allow rate credits. East Underw 49:1+ D 24 '48

Pennsylvania calls hearing on rate deviation filing by North America. Nat Underw 53:1+ Ja 27 '49

Price competition in fire insurance; North America cuts rates. Bsns W p24 My 28 '49

Procedural points in new laws. W. L. Shield. Nat Underw 53:8+ O 6 '49

Renew effort to block North America deviation. Nat Underw 53:1+ Jl 28 '49; Weekly Underw 161:244 Jl 30 '49

Square off for test on fire deviation in Pa. K. O. Force. Nat Underw 53:1+ Jl 14 '49

Tennessee commissioner asks bond in rate reduction fight. Nat Underw 53:1 Ag 18 '49

Tennessee orders rate cut applied to all existing lines. Nat Underw 53:2 Je 30 '49

Tennessee rate cut plan called unconstitutional. Nat Underw 53:10 Je 23 '49; Weekly Underw 160:1584 Je 25 '49

**Tennessee residential rates cut 10-30 per cent. Nat Underw 53:4 Je 9 '49**

**Tennessee rewrite permission in rate cut causes consternation. Nat Underw 53:2 Je 16 '49**

Variety of solutions recommended on interstate rating. W. R. McCain and others. Nat Underw 52:2 N 25 '48

Vermont fire rates reduced on dwellings. East Underw 50:26 Ap 15 '49; Nat Underw 53:11 Mr 31 '49

Wind and extended coverage rates boosted in Kansas, Oklahoma, Nebraska. Nat Underw 53:1 F 24 '49

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### Reinsurance

Confusion over reinsurance item. Nat Underw 53:22 S 15 '49

Fire reinsurers are experiencing good times. K. O. Force. Nat Underw 52:21+ D 30 '48

Reinsurance transactions are reported for 1948. Nat Underw 53:1+ Mr 10 '49

*See also* Reins club of New York

### Risks

Companies willing to accept Chicago south side risks. Nat Underw 53:5 Je 16 '49

Meet again on Chicago Negro insurance problem. Nat Underw 53:15 Je 9 '49

W. J. Small co. comments on dehydrated alfalfa fire losses. Nat Underw 53:5 Ja 20 '49

What about prefabs? firetrap or a fairly fire resistant home? J. M. McCarthy. il Spectator (Property ed) 15:10-12+ S '49

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### School district policies

Los Angeles changes school insurance plan. E. K. Rupp. East Underw 50:22 Ag 19 '49

### Smoke odor damage

Airkem effectively combats smoke odor damage. Nat Underw 53:6 Ja 20 '49

Tells claim men of smoke treatment. F. W. Conkling. Nat Underw 53:4 F 17 '49

### State policies

Revise insurance plan for Kentucky state risks. Nat Underw 52:6 D 30 '48; East Underw 50:28 Ja 7 '49

### Study and teaching

Give green light to scholarship course in West. Nat Underw 53:2 My 19 '49

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### Taxation

North Carolina seeks to tax insurance proceeds exceeding taxable value. Nat Underw 53:6 Ap 28 '49

### Tobacco risks

North Carolina tobacco rates cut. Nat Underw 53:4 Jl 14 '49

### Valuation of property

Decision given in Michigan appraisal case involving Grand Rapids Masonic temple assn. Nat Underw 53:10 Mr 10 '49

Three important words, actual cash value; abstract. Management R 38:49-51 Ja '49

### Canada

Fire premium income increased in Canada. East Underw 50:18 Ja 14 '49

### Hawaiian Islands

Hawaii insurance dept. calls fire rate hearing. Weekly Underw 160:978 Ap 16 '49

### New York (state)

Dineen asks power to compel positive action. Nat Underw 52:2+ D 23 '48

### Pacific coast

Trends during the past ten years. P. F. McKown. Weekly Underw 160:15+ sec 2 My 28 '49

**INSURANCE, Forest**

Forest fire insurance in eastern Canada. W. G. Wright. Pulp & Pa of Can 49:134 N '48

**INSURANCE, Fraternal.** See Benefit societies

**INSURANCE, Fur**

Fur valuating and adjusting. M. Bachrach. Weekly Underw 159:1078-80, 1318-19. 1492-3; 160:47-9, 370-2, 611-12, 872-3, 1169-70 N 6, D 4, 25 '48, Ja 1, F 5, Mr 5, Ap 2, My 7 '49

Jewelry-fur floater. Rough Notes 92:29 S '49

Jewelry-fur floater a combination policy with separate rates. Spectator (Property ed) 14:27 Je '49

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**INSURANCE, Furriers' customers**

Furriers' customers custody policy. Rough Notes 92:77-8 My '49

Seek to curb abuses on furriers' insurance. East Underw 50:27 O 7 '49

**INSURANCE, Garage owners'.** See Insurance, Automobile—Garage owners' and dealers' liability policies

**INSURANCE, Grain transit**

Great Lakes traffic booming. Nat Underw 53:2+ Je 9 '49

Improving your loss ratio; special grain dealer floater. Rough Notes 92:46-7 Ja '49

**INSURANCE, Group**

ASCE adopts group plan of disability insurance. Civil Eng 19:411 Je '49

Explore legality of group retention agreements in New York. Nat Underw 52:21 N 11 '48; Same. Nat Underw (Life ed) 52:3 N 12 '48

Group accident and health insurance premiums and losses by states, 1948 and 1943; tabulation. Spectator (Life ed) 157:33 O '49

Group insurance and group annuity coverage; United States business, 1947 and 1948; all life, accident and health, and casualty insurance companies; tabulation. Life Ins Courant 54:35 Ag '49; Same abr. Nat Underw 53:24 Jl 14 '49; Same abr. Nat Underw (Life ed) 53:8+ Jl 15 '49

Group production has slacked off since election. Nat Underw 52:16 D 23 '48; Same. Nat Underw (Life ed) 52:4 D 24 '48

H. & A. conference inaugurates annual sessions on group insurance at Chicago. East Underw 49:26+ D 3 '48; Nat Underw (Life ed) 52:5 D 3 '48

Hyperthyroid era in group sales may have passed peak. Nat Underw (Life ed) 53:3 Ap 1 '49

Leading producers of group A. & H. premiums; ranking individual positions nationally and by states based on net premiums written in 1946 and 1947; tabulation by company. Spectator (Life ed) 156: 25-30 D '48

Overall 1948 group insurance results; tabulation. Nat Underw (Life ed) 53:2 Mr 11; 12 Mr 18; 13 Mr 25; 20 Ap 1 '49

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Steel-coal strikes shut down group insurance activity. Nat Underw (Life ed) 53:1+ O 7 '49

UCD states train army of group men for future roles. Nat Underw 52:22 N 11 '48; Same. Nat Underw (Life ed) 52:3 N 12 '48

Unusual welfare program on West Indians in U.S. as agricultural workers. Nat Underw 53:16 Jl 21 '49; Same. Nat Underw (Life ed) 53:2 Jl 22 '49

What group annuities mean to American industry. N. E. Horelick. East Underw 50:36+ pt 2 O 7 '49

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### Agents

What producers expect of group insurers. G. H. Gruendel. Nat Underw 53:27 F 24 '49; Same. Nat Underw (Life ed) 53:3 F 11 '49

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Continuing group insurance on retired employees; abstract. Management R 38:459-60 Ag '49

Group insurers fail to cultivate labor properly. Nat Underw (Life ed) 53:1+ Ap 15 '49

Group men follow intently steel wage investigation. Nat Underw 53:27 Ag 4 '49; Same. Nat Underw (Life ed) 53:3 Ag 5 '49

Labor evinces high interest in group. Nat Underw 53:30 F 24 '49

Labor to drive for benefit programs; group writers expect boom. Nat Underw (Life ed) 53:6 Ja 7; 6 Ja 28 '49

Most group plans on contributory basis; Conference Board survey. East Underw 50:12 Ag 12 '49; Same. Nat Underw (Life ed) 53:2 Ag 5 '49

Possible spread of UCD laws causing some employers to defer group moves. Nat Underw 52:25 N 4 '48

Trends in employe benefit plans. E. C. McDonald. Nat Underw (Life ed) 53:1+ Ap 22 '49

Trends in group insurance field; abstracts. W. S. Collins. East Underw 49:26-7 D 3 '48; Weekly Underw 159:1392-3 D 11 '48

### Prospects

Too little but not too late. J. B. Glasser. il Life Ins Courant 54:28-31+ F '49

**INSURANCE, Group life**

Amendments to group life definition adopted at commissioners' meeting. East Underw 49:4 D 24 '48

Commissioners' hearing on group life definition, New York, Nov. 4-5. East Underw 49:3 N 12 '48; Nat Underw (Life ed) 52:1+ N 12 '48

Companies should think twice before entering group field. W. A. Milliman. Nat Underw (Life ed) 53:2 S 23 '49

8,000 group life insurance plans added in 1948, Institute of life insurance reports. Nat Underw (Life ed) 53:3 Ap 22 '49

Geographical changes in group life insurance in force by states; 1940-1948; tabulation. Spectator (Life ed) 157:32 O '49

Group conversion liberalization is debated at Seattle. Nat Underw (Life ed) 53:1+ Jl 8 '49

Group increases dwarf new issue. Nat Underw (Life ed) 52:4 D 3 '48

Group permanent combined with ordinary in pension. B. S. McGiveran. Nat Underw (Life ed) 53:4 Ag 5 '49

Group permanent life insurance. H. L. Plumley. East Underw 50:156-7 pt 2 O 7 '49

**INSURANCE, Group life**—*Continued*

Hold to cost arguments on liberalization of group. Nat Underw (Life ed) 52:3+ D 17 '48

Insurance and pensions key to steel solution; Fact finding board report momentous event in group field. Nat Underw (Life ed) 53:1, 19 S 16 '49

N.A.I.C. action on group life definition. Nat Underw (Life ed) 52:9 D 24 '48

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Overall 1948 group insurance results; tabulation. Nat Underw (Life ed) 53:2 Mr 11; 12 Mr 18; 13 Mr 25; 20 Ap 1 '49

Suggested changes in joint memo of LIAA and ALC. East Underw 49:3 N 12 '48

Three's a group in Illinois proposal; bill introduced in legislature. Nat Underw (Life ed) 53:19 Mr 11 '49

Urges 12 month post employment group cover. E. L. Clark. Nat Underw (Life ed) 52:11 D 10 '48

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Too little but not too late. J. B. Glasser. il Life Ins Courant 54:28-31+ F '49

**INSURANCE, Hail**

Crop hail year starts off as briskly as ever. Nat Underw 53:2 Ap 28 '49

Hail experience for 1948; tabulation. Nat Underw 53:4 Mr 10 '49

Hail insurance cover seen producing profit. Weekly Underw 161:656 S 17 '49

Heavy crop-hail loss in Texas, Oklahoma and Kansas. Nat Underw 53:1 My 26 '49

How to make money from hail. H. L. Tinley. Rough Notes 92:30+ Je '49

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Texas hailstorm loss $1½ million. Nat Underw 53:1 Ap 28 '49

Western hail association annual meeting, Chicago. Nat Underw 52:1 D 23 '48

**INSURANCE, Health**

AMA reveals plan for national health. Oil Paint & Drug Rep 155:5+ F 21 '49; Same. Weekly Underw 160:509 F 19 '49; Same cond. East Underw 50:38 F 18 '49

Defends no-compromise stand on compulsory health insurance; Cleveland address. E. F. Gregory. East Underw 50:33+ Jl 1 '49

For health insurance at the state level; abstracts. E. B. Whittaker. East Underw 50:11+ Ap 1 '49; Nat Underw 53:19+ Mr 31 '49; Nat Underw (Life ed) 53:1+ Ap 1 '49

For local option; editorial. Nat Underw 53:16-17 Mr 10 '49; Same. Nat Underw (Life ed) 53:12-13 Mr 11 '49

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People unaware of octopus-like movements of government. E. H. O'Connor. Weekly Underw 160:1192 My 7 '49

Questions and discussions from underwriting forum conducted by Health and accident underwriters conference, Chicago. Life Ins Courant 53:37-40 D '48; Same. Weekly Underw 159:1152-3, 1214+ N 13-20 '48

Scores federal intrusion; Cleveland address. W. J. A. Jones. East Underw 50:33+ Jl 1 '49

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Insurance, Accident
Insurance, Disability
Insurance, Hospitalization
Insurance, Medical expense
Insurance, Surgical expense

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Companies best able to satisfy union welfare demands. E. B. Whittaker. Nat Underw (Life ed) 53:3 My 6 '49

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Accident and health insurance by states, 1947; hospitalization plans included; tabulation. Spectator (Property ed) 14:24 O 21 '48; Same. Spectator (Life ed) 156:24 D '48

Leading producers of group A. & H. premiums; ranking individual positions nationally and by states based on net premiums written in 1946 and 1947; tabulation by company. Spectator (Life ed) 156:25-30 D '48

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**Legislation, Proposed**

AMA assails President's health insurance. E. L. Henderson. Comm & Fin Chr 169:1849 Ap 28 '49

AMA cites objectives of educational drive for voluntary health insurance. East Underw 50:33 S 2 '49

A.M.A. declares war on federal health insurance. Nat Underw (Life ed) 52:18 D 10 '48

Assails Ewing arguments; address before Insurance society of Philadelphia. M. Fishbein. Nat Underw 53:34 Mr 3 '49

Battle lines drawn in Washington as Truman fights for health bill. H. Lando. East Underw 50:28 Ap 22 '49

Complete federal sickness cover bill introduced. Nat Underw 53:19+ Ja 20 '49; Same. Nat Underw (Life ed) 53:1 Ja 21 '49

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Counsels drawing line between budgeting and risk bearing; legislation for national health insurance program goes beyond insurance. C. A. Siegfried. Nat Underw 53:17 Ag 4 '49; Same. Nat Underw (Life ed) 53:15 S 2 '49

Dr Shearon plans tour to combat compulsion; health legislation looms. H. Lando. East Underw 49:24 D 31 '48

Doesn't expect compulsory health legislation in Congress. V. J. Skutt. Nat Underw 52:28-9 N 25 '48; Same. Nat Underw (Life ed) 52:3+ N 26 '48

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Health insurance plan endorsed by Truman. Weekly Underw 160:164 Ja 8 '49

High cost of federal low cost medical service. R. R. Lounsbury. East Underw 50:9 Ap 8 '49

Hits compulsory health scheme. R. D. Murphy. Weekly Underw 161:40 Jl 2 '49; Same cond. East Underw 50:16 Jl 1 '49

Initial cost of federal health insurance program placed at $4,000,000,000. O. R. Ewing. Weekly Underw 159:1335 D 4 '48

Insurance industry should oppose all forms of federal and state government sponsored plans. T. J. Fraizer. East Underw 50:29 Ja 21 '49; Excerpt. Nat Underw (Life ed) 53:13 Ja 21 '49

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National health insurance plan. J. D. Kingsley. Comm & Fin Chr 169:1733+ Ap 21 '49; Excerpts. Weekly Underw 160:1012 Ap 16 '49

Notable changes in federal health insurance picture; Hill bill featured. East Underw 50:33 Ap 8 '49

Opposes health insurance scheme of federal government. A. J. Ellender. Weekly Underw 160:1244 My 14 '49

Physicians term Truman federal health insurance scheme old world scourge. Weekly Underw 160:1127+ Ap 30 '49

President submits health program to Congress; text of message. Comm & Fin Chr 169:1848-9 Ap 28 '49

President's health proposals; a program for action. O. R. Ewing. Comm & Fin Chr 170:1143+ S 22 '49

Shortcomings of Truman program. J. E. Larson. Nat Underw (H.&A. conference no) 53:5+ My 20 '49

Should industry back compulsory federal health insurance? yes, by O. R. Ewing; no, by C. M. Peterson. il Mod Ind 17:114-15+ F '49

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Some highlights of socialized medicine. L. H. Bauer. Comm & Fin Chr 170:1142+ S 22 '49

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Truman health program presented in Congress. East Underw 50:27+ Ap 29 '49

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**Connecticut**

Connecticut doctors wind up squabble in medical plan. Nat Underw 52:20 D 16 '48

**Europe**

Predicts social insurance growth; Americans can learn from experiences in Europe; abstracts. M. Donlon. East Underw 50:33+ S 9 '49; Nat Underw 53:21+ S 8 '49; Nat Underw (Life ed) 53:1+ S 9 '49

**Great Britain**

Britains don't think health insurance scheme will work. G. H. Knight. East Underw 50:16 Jl 1 49

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Medicine under the British national health act. M. Fishbein. Comm & Fin Chr 168:2509+ D 16 '48

Paying for sickness. Economist 155:1054-5 D 25 '48

Socialized medicine in Great Britain. E. W. Wilson. Weekly Underw 159:1407-9 D 11 '48

**Rhode Island**

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**INSURANCE, Honesty.** See Insurance, Surety and fidelity

**INSURANCE, Hospital liability**

Hospital malpractice problem gets attention. Nat Underw 53:18 Je 9 '49

**INSURANCE, Hospitalization**

Accident and health insurance by states, 1947; hospitalization plans included; tabulation. Spectator (Property ed) 14:24 O 21 '48; Same. Spectator (Life ed) 156:24 D '48

Blue cross losing two subscribers to every three gained. Nat Underw 53:21+ S 22 '49; Same abr. Nat Underw (Life ed) 53:3+ S 23 '49

Blue Cross national plan explained to N.A.I.C. L. H. Pink. Nat Underw 52:19 D 16 '48; Same. Nat Underw (Life ed) 52:4 D 17 '48

Blue Cross plans; enrolment data at end of second quarter. H. W. Flitcraft. Life Ins Courant 53:39 N '48

Blue cross to organize stock insurance company; will offer uniform rates and benefits to interstate contracts. Nat Underw 52:24 N 4 '48; Same. Nat Underw (Life ed) 52:2 N 5 '48

British Columbia plan throttles hospital insurers. Nat Underw 52:9 D 16 '48; Same. Nat Underw (Life ed) 52:6 D 24 '48

California adds $8-a-day hospital benefits to U.C.D. Nat Underw 53:27 Jl 7 '49; Same. Nat Underw (Life ed) 53:3+ Jl 8 '49

California regulations issued for UCD hospital cover. Nat Underw 53:25+ O 13 '49; Same. Nat Underw (Life ed) 53:3+ O 14 '49

Chicago hospital admissions plan boosts sales power of insurers. Nat Underw (Life ed) 52:8 D 24 '48

Chicago hospitals erase group admission barriers. Nat Underw 52:18 D 16 '48; Same. Nat Underw (Life ed) 52:2+ D 17 '48

Chicago hospitals, insurers highly pleased with admission plan. Nat Underw (Life ed) 53:3+ My 13 '49; Same. Nat Underw 53:20+ Je 2 '49

Connecticut hospitals ask actual cost pay from Blue cross. Nat Underw (Life ed) 52:2 N 26 '48; Same cond. Nat Underw 52:30 N 25 '48

Coverages and forms; hospital and medical policy. Spectator (Property ed) 15:27 O '49

Hospital benefit costs. I. A. Weaver and others. Weekly Underw 160:636 Mr 5 '49

Hospital insurers must provide for shock losses. P. J. Burns and others. Nat Underw 53:33 F 3 '49

Massachusetts Blue cross placed under department control. Nat Underw 53:28 F 10 '49; Same. Nat Underw (Life ed) 53:2 F 11 '49

New Blue Cross plan. Weekly Underw 160:1425 Je 4 '49

St Louis Blue cross must submit to Illinois rule. Nat Underw 53:25 Jl 7 '49; Same. Nat Underw (Life ed) 53:4 Jl 8 '49

Writing of hospital expense coverage in metropolitan New York. R. E. Ryan. East Underw 50:28-9 Jl 15 '49

*See also*

Insurance, Medical expense

Insurance, Surgical expense

**Adjustment of claims**

Accident, health and hospitalization claim adjusting. E. Jordan. Spectator (Life ed) 157:16-18+ Ag '49

Insured wins hospital issue; Commercial Travelers Casualty vs. Johnson. Nat Underw 53:28 Mr 3 '49; Same. Nat Underw (Life ed) 53:9 Mr 4 '49

**INSURANCE, Household furniture**

Agency personnel training course; instructions for policywriters and office personnel; dwelling and contents form 49. Rough Notes 91:29 N '48

**INSURANCE, Improvements and betterments.** See Insurance, Fire—Improvements and betterments policies

**INSURANCE, Industrial**

Down South; future of industrial life insurance in the South. Spectator (Life ed) 156:43 N '48

Industrial insurance important factor in national economy. H. C. E. Johnson. Weekly Underw 160:45+ sec 2 My 28 '49

Industrial; its future. R. L. Walker. Life Ins Courant 54:30-1 Ap '49

Pioneer work of the debit man; abstracts. H. C. E. Johnson. Nat Underw (Life ed) 53:8 O 14 '49; East Underw 50:6 O 7 '49; Weekly Underw 161:903 O 8 '49

Recessionary trends strain bulge of debit ordinary. Nat Underw (Life ed) 53:1+ F 25 '49

United of Chicago acquires industrial setup of Missouri insurance co. Nat Underw 52:18 D 19 '48

Weekly premium insurance made great progress in past decade. M. B. Williams. Weekly Underw 160:47+ My 28 '49

**INSURANCE, Industrial**—*Continued*

### Agency management

Assistant manager in action. R. L. Walker. Life Ins Courant 54:32-4 Mr '49

So you want to be an assistant manager? R. L. Walker. Life Ins Courant 54:24-6 Ja '49

### Agents

How big is a debit? E. Brown. Life Ins Courant 54:10-11+ Ja '49

### Statistics

Life insurance by states, industrial; 1948 and comparisons; tabulation. Spectator (Life ed) 157:37 O '49

### Great Britain

Industrial assurance, proposals for nationalisation. Economist 156:737 Ap 23 '49

**INSURANCE, Infantile paralysis**

How to write 10,000 policies in 100 days; selling the new polio insurance policy. W. F. Souder, jr. Rough Notes 92:18+ S '49

National foundation for infantile paralysis objects to certain sales, advertising practices on polio. Nat Underw 53:18 Ja 13 '49; Same. Nat Underw (Life ed) 53:4 Ja 14 '49

Polio insurance. Bsns W p26 Ag 13 '49

Polio policies may top million; family poliomyelitis expense policy. Spectator (Property ed) 15:27 S '49

Polio policy demand has swept country. East Underw 50:27+ Ag 12 '49; Nat Underw 53:20 Ag 11 '49

Two revolutionary new polio policies offered by Continental Casualty. Weekly Underw 161:159 Jl 16 '49

**INSURANCE, Inland marine**

Inland marine insurance growth phenomenal in past decade. H. L. Wayne. Weekly Underw 160:19+ sec 2 My 28 '49

Selling PPF insurance to value; lesser known coverages. Rough Notes 92:58-62 My '49

*See also*

Insurance, Bailees' customers
Insurance, Camera
Insurance, Fur
Insurance, Furriers' customers
Insurance, Grain transit
Insurance, Jewelry
Insurance, Motor truck contents
Insurance, Parcel post

*also* Inland marine insurance bureau

### Adjustment of claims

Concealing a fact. J. L. Roesch. Spectator (Property ed) 15:18-19+ Jl '49

Handling inland marine claims; quiddities of lawyers unacceptable to brokers. H. S. Daynard. Weekly Underw 160:208-10+ Ja 15 '49

High court reverses disclosure ruling; applicant for inland marine policy not held to long-established "marine rule". Weekly Underw 160:677-8 Mr 12 '49; East Underw 50:27 Mr 25 '49

IMUA-National board investigation of arson, jewel and fur losses described. A. B. Bielaski. Nat Underw 53:1+ Je 30 '49

Most significant cases of year in inland marine insurance law. H. S. Daynard. Weekly Underw 160:54-7+ Ja 1 '49; Same cond. East Underw 49:17+ D 31 '48; 50:29 Ja 7 '49

Proposal form for inland marine policies suggested. T. J. Healy. East Underw 50:21+ S 9 '49

Survey of recent inland marine decisions by Claims Association. East Underw 50:23 S 30 '49

Suspicious inland marine losses being investigated. Weekly Underw 160:1351 My 28 '49

### Finance

How the company groups stand on inland marine income in 1948; tabulations. East Underw 50:33-6 Mr 25 '49

Inland marine gains in premiums smaller for first six months. East Underw 50:1+ Jl 15 '49

Inland marine premium writings for 1948 and comparisons for 1945-1947; with tabulation by company. East Underw 50:29+ Mr 25 '49

Inland marine premiums, losses for 1948; tabulation by company. East Underw 50:38+ Mr 25 '49

Inland marine record by classes given for 1948; tabulation. Nat Underw 54:4+ Ag 18 '49

Inland marine risk premium increase continued in 1948. East Underw 49:1+ D 31 '48

### Losses

IMUA-National board investigation of arson, jewel and fur losses described. A. B. Bielaski. Nat Underw 53:1+ Je 30 '49

### Policies

Any radium prospects? Rough Notes 92:64-5 F '49

Proposal form for inland marine policies suggested. T. J. Healy. East Underw 50:21+ S 9 '49

Protest lodged on garment filing in New York. Nat Underw 53:36 My 19 '49; Weekly Underw 160:1233 My 14 '49

Writing points reviewed. C. Martell. Weekly Underw 161:29-30+ Jl 2 '49

### *Personal property floater*

Denture loss question. Nat Underw 53:8 My 5 '49

Mere shift to deductible no cure of PPF problem. Nat Underw 53:2+ O 6 '49

Personal property floater important to producers. H. I. Bartlett. Spectator (Property ed) 14:26-7 Je '49

Personal property floater policy and residence and outside theft coverage; when to recommend. Rough Notes 92:56 O '49

Values breakdown in PPF is being made more specific. Nat Underw 53:1 Ag 4 '49

Warns PPF record must improve, or policy may end. R. H. Bancroft. East Underw 50:32+ My 27 '49; Nat Underw 53:6 My 26 '49

### *Transportation floater*

Transportation risks are undersold. R. Prior. Rough Notes 92:30+ S '49

### Prospects

Agents get sales tips on inland marine lines at Pittsburgh forum. C. A. Morgan; H. E. Gaillard. East Underw 49:27 N 5 '48; Same (H. E. Gaillard). Rough Notes 91:50 D '48

### Rates

Expense factors announced by Inland marine insurance bureau for rate making purposes. Weekly Underw 160:932 Ap 9 '49

**INSURANCE, Jewelry**

Jewelry-fur floater. Rough Notes 92:29 S '49

Jewelry-fur floater a combination policy with separate rates. Spectator (Property ed) 15:27 Je '49

Jewelry insurance rates cut 15 per cent in New York state. East Underw 50:1+ Jl 22 '49; Nat Underw 53:2 Jl 21 '49; Spectator (Property ed) 15:20 Ag '49

Jewels undervalued, gem expert tells Cincinnati board. E. Herschede, jr. Nat Underw 53:4 Ap 21 '49

Maryland commissioner announces 15 per cent reduction of personal jewelry rates. Weekly Underw 161:545 S 3 '49

New York department rejects jewelry deviations. East Underw 50:22 Je 24 '49; Nat Underw 53:1 Je 23 '49; Weekly Underw 160:1588+ Je 25 '49

North America hearing on jewelry rate cut. East Underw 50:16+ Je 17 '49; Nat Underw 53:1+ Je 16 '49

Suggested cure to adjusting problem. M. L. Steinfast. Nat Underw 53:8 Ap 21 '49

**INSURANCE, Liability**

Advantages of comprehensive insurance. F. W. Potter. Weekly Underw 160:620+ Mr 5 '49; Same cond. Nat Underw 53:29 Mr 3 '49

Comprehensive general liability. W. J. H. Bremer and others. il Rough Notes 92:19-24+ Jl '49

Comprehensive liability insurance. A. E. Spottke. Weekly Underw 161:157-8, 436-7 Jl 16, Ag 20 '49

**INSURANCE, Liability**—*Continued*

Comprehensive liability insurance. Sheet Metal Worker 40:46-8 Je '49

Drillers' insurance costs rise under new Texas liability rule. D. H. Stormont. Oil & Gas J 47:40+ Ja 13 '49

Hospital group gets out critique of three covers. Nat Underw 53:28+ O 6 '49

How we sell general liability. M. R. Whited. Rough Notes 92:20+ Ag '49

Makes changes in liability manual. Nat Underw 52:17 N 18 '48

Tort liability of municipal bodies. G. W. Clarke. Nat Underw 53:27 S 29 '49

Trends in liability insurance. J. O. Honeywell. East Underw 49:34 N 5 '48

*See also*

Insurance, Abstracters' liability
Insurance, Airport public and property damage liability
Insurance, Automobile
Insurance, Elevator
Insurance, Employers' liability
Insurance, Fire—Liability property damage policies
Insurance, Liquor law liability
Insurance, Malpractice liability
Insurance, Morticians' liability
Insurance, Motor bus
Insurance, Motor truck
Insurance, Owners' landlords' and tenants' liability
Insurance, Products liability
Insurance, Workmen's compensation

### Adjustment of claims

Consent of insurer to assignment necessary to make purchaser of property insured under liability policy. Weekly Underw 161: 983 O 15 '49

Duty to defend; U.S. fidelity & guaranty co. v. Reinhart & Donovan co. J. L. Roesch. Spectator (Property ed) 14:22+ F '49

Federal court rules on liability for explosion of gasoline truck. East Underw 49:26 D 24 '48

Insurer must defend insured if complaint in negligence action shows claim within coverage of policy. Weekly Underw 161:338 Ag 6 '49

Liability trend. R. C. Masters. Nat Underw 52:24 D 2 '48

Texas supreme court gives decision on underground damage in drilling case. Nat Underw 53:20 Mr 31 '49

Trends in liability claims; abstracts. J. O. Helms. East Underw 50:39 F 11 '49; Nat Underw 53:23+ F 3 '49

What the courts say about "care, custody or control." J. S. O'Connor. Rough Notes 92: 19+ Ap '49

### Agents

Personal liability sales talk should be tailored to fit prospect's needs. East Underw 50:29 Ag 19 '49

### Farm policies

Developments in killing pests, weeds by chemicals watched by underwriters. Nat Underw 53:24 S 8 '49

What about farm liability? H. F. Gee. Rough Notes 92:20+ Ap '49

### Policies

Agency personnel training course; instructions for policy writers and office personnel; comprehensive personal liability policy. Rough Notes 92:29 Ja '49

Innkeepers' liability a policy protection for hotel owners. Spectator (Property ed) 14: 19-20 D 23 '48

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Lower premiums in New York. Bsns W p82+ Ja 8 '49

National Bureau prepares quiz on New York liability premium discounts. East Underw 50:33 Ja 14 '49; Same. Nat Underw 53:11 Ja 13 '49; Same. Spectator (Property ed) 14:46+ F '49

Plan D and premium discounts. Spectator (Property ed) 14:24-6+ Ja '49

Plan D approved by Dineen. East Underw 49: 29 D 24; 21+ D 31 '48

Plan D great forward step. W. Leslie. East Underw 50:35 Je 3 '49

Program in New York for comp and liability. Nat Underw 52:13+ D 30 '48

Proposes simplification of comprehensive liability rating; abstracts. A. E. Spottke. East Underw 50:28 Ap 29 '49; Nat Underw 53: 17+ Ap 28 '49

Revised rules applicable to the premium discount plan in N.Y. East Underw 50:28 F 4 '49; Same. Weekly Underw 160:386-7 F 5 '49

Sees plan D as competitively useful; abstracts. J. M. Cahill. East Underw 50:35 F 11 '49; Nat Underw 53:27 F 10 '49

**INSURANCE, Libel**

Libel insurance for newspapers; libel and slander reinsurance policy. Spectator (Property ed) 15:21 Ag '49

### Credit bureau and association policies

Libel policy offered to credit bureaus. Spectator (Property ed) 15:16 Jl '49

**INSURANCE, Life**

Approves bigness. A. T. MacLean. Weekly Underw 160:780+ Mr 19 '49

Bigness is asset, not liability. H. J. Johnson. Weekly Underw 160:699+ Mr 12 '49; Excerpts. Nat Underw (Life ed) 53:3 Mr 11 '49

Bigness is source of our power to serve. T. J. Parkinson. Nat Underw (Life ed) 53:2 S 23 '49

Bright life insurance future. W. H. Cox. East Underw 50:8 F 18 '49

Can carry 25 per cent more. J. S. Thompson. East Underw 50:8 S 23 '49; Same. Nat Underw (Life ed) 53:5 S 23 '49

Comments on Mahoney inquiry. L. A. Lincoln. East Underw 49:10+ D 10 '48

Congressman Celler in radio talk alleges life companies are violating anti-trust acts; Lincoln issues refutation. East Underw 49: 1+ D 10 '48; Nat Underw (Life ed) 52:2 D 10 '48

Co-operation and competition. L. A. Lincoln. Spectator (Life ed) 156:23+ Ja '49

Dangerous trends; centralized financial power of life insurance companies. E. Schram. Comm & Fin Chr 169:1942+ My 5 '49

Don't penalize business for size; life insurance big because it has served well; abstracts. G. A. White. Nat Underw (Life ed) 53:26 O 7 '49; Weekly Underw 161:902 O 8 '49

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Half-year business breaks record. H. Johnson. Nat Underw (Life ed) 53:3 Jl 1 '49

Institute picture a hit; "For some must watch." il East Underw 50:12 My 20 '49; Weekly Underw 160:1373 My 28 '49; Nat Underw (Life ed) 53:3 My 20 '49; Spectator (Life ed) 157:24-5 Jl '49

Institute's model agent film, "For some must watch." G. Axman. East Underw 50:1+ Je 10 '49

Insurance pictured as Main street institution at symposium of Institute of life insurance. C. Adams and others. Nat Underw (Life ed) 52:1+ D 17 '48

Is your future insured? R. A. Higgins. 72p pa $1 Albert E. Fuller co, 140 Cedar st, New York 6 '48

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Life insurance at the turn of the year. H. J. Johnson. Weekly Underw 160:93+ Ja 1 '49

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**INSURANCE, Life**—*Continued*

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Mahoney committee to study effect of company size. Nat Underw (Life ed) 52:10 N 12 '48

Nation's growth greater than insurance companies' coverage and accumulation of assets. C. M. Shanks. East Underw 49:16-17 N 26 '48

Our obligation to life insurance. C. G. Taylor, jr. Life Ins Courant 54:40-4 S '49; Same abr. East Underw 50:10 Je 3 '49

Phantom of the optimum; rationale of insurance companies' policy with respect to new production and growth. J. P. Fallon. East Underw 50:58+ pt 2 O 7 '49

Sees high sales but warns of tax blight: abstracts. W. E. Bixby. Nat Underw (Life ed) 53:3 O 7 '49; East Underw 50:4 O 7 '49; Weekly Underw 161:899+ O 8 '49

Significant trends during the past ten years. A. V. Call. Weekly Underw 160:43+ sec 2 My 28 '49

State of the industry; symposium. E. Fitzgerald and others. Spectator (Life ed) 156:8-22+ My '49

*See also*

Annuities
Benefit societies
Insurance, Business
Insurance, Group life
Insurance, Industrial
Insurance, Military and naval service
Insurance trusts
Savings banks—Insurance selling

*also* Connecticut mutual life insurance company; Equitable life assurance society of the United States; Equitable life insurance company of Iowa; Institute of life insurance; Iowa life insurance company; John Hancock mutual life insurance company; Life insurance agency management association; Metropolitan life insurance company; Missouri state life insurance company; Ohio national life insurance company; Prudential insurance company of America

#### Accounting

N.A.I.C. blanks committee would permit more summarization in annual reports. Nat Underw (Life ed) 53:6 Jl 1 '49; Nat Underw 53:17 Je 30 '49

#### Accounting (insureds')

Proceeds from life insurance collected by corporation. J Account 87:67 Ja '49

#### Adjustment of claims

Companies won 60 per cent of litigation. R. H. Kastner. Nat Underw (Life ed) 53:23 O 7 '49

Down to cases. L. A. Burke. Spectator (Life ed) 156:65-6 Ja '49 [cont monthly]

Fact not knowledge of applicant of existence of incurable disease bars recovery under non-medical policy. Weekly Underw 160:718 Mr 12 '49

Proration clause of husband's policy binding where beneficiary took other policy without husband's knowledge. Weekly Underw 159:1290 N 27 '48

Tender of premiums not contest permitting defense of fraud after expiration of contestable period. Weekly Underw 160:1026 Ap 16 '49

*See also*

Insurance, Life—First year claims
Insurance, Life—Suicide death claims

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Case study for advertising cynics. W. E. Schneider. il Ptr Ink 225:29 D 31 '48

Human interest ads ILI's success secret. S. Rovner. il Ed & Pub 82:12 Ja 29 '49

Insurance advertising can sparkle too! R. Beasley. Spectator (Life ed) 157:12 S '49

LAA survey shows use of ad specialty items. East Underw 50:4 Ag 26 '49

New institutional ad campaign to research 44 million readers. East Underw 50:1+ Ag 26 '49; Same abr. Nat Underw (Life ed) 53:3 Ag 26 '49

1949 advertising by life companies in magazines of national circulation. W. J. Probst. East Underw 50:108-9 pt 2 O 7 '49

On helping solve fieldmen's problems; promotion and advertising. F. Weidenborner. East Underw 49:14 N 5 '48

Periodicals sent to public gaining. Nat Underw (Life ed) 53:9 Ag 19 '49

Sales material, crutch or tool? I. F. Morgan. Spectator (Life ed) 156:24-5+ Je '49

Simple copy on faith reaches public heart. T. S. Irvin. Ed & Pub 82:38 F 19 '49

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Winners of L.A.A. advertising awards. East Underw 49:3 N 5 '48; Nat Underw (Life ed) 52:3 N 5 '48

*See also*

Life insurance advertisers association

#### Agency management

Agency clerical expense analyzed. E. F. O'Toole. Nat Underw (Life ed) 53:3+ Jl 22 '49

Agency heads find "sticks" more lucrative than downtown offices. Nat Underw (Life ed) 53:16 Ag 5 '49

Chicago managers hear three talks on how to make agencies more efficient. Nat Underw (Life ed) 53:3+ Ap 8 '49

Describes multiple management plan. T. R. Reid. Nat Underw (Life ed) 53:30+ O 7 '49

J. D. Marsh & associates opens unusual office; drive in, it has no windows. East Underw 50:6 My 27 '49

J. H. Wood heads new committee on managerial training. Nat Underw (Life ed) 52:6 N 26 '48; East Underw 49:1+ N 19 '48

Keeping operations of agencies profitable. E. J. Moorehead. East Underw 50:3 Ap 22 '49

Let's be human. D. Dowell. Life Ins Courant 54:20-3 My; 28-9+ Je '49; Same cond. Spectator (Life ed) 157:10-15 Jl '49; Excerpts. East Underw 50:7 Ap 8 '49

Monthly reports show up lack of sales calls for general agent of Penn Mutual. Nat Underw (Life ed) 53:25 Mr 4 '49

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Northwestern National employes have round table on agency affairs. East Underw 50:15 Ap 29 '49

Responsibility of management; place of the American agency system in life insurance selling. C. J. Zimmerman. Life Ins Courant 53:14-17+ D '48

Some pointers on guiding the underwriter. H. S. Bell. Spectator (Life ed) 156:38-40 D '48

Watch that bulging waistline! management must remain young and vigorous in spirit. H. B. Palmer. Life Ins Courant 54:24-7+ Ap '49

*See also* Life insurance agency management association

##### *Accounting*

Agency clerical expense analyzed; stub accounting. E. F. O'Toole. Nat Underw (Life ed) 53:3+ Jl 22 '49

##### *Costs*

Field expense control. F. B. Wilde. East Underw 50:3+ My 13 '49; Same. Life Ins Courant 54:45-7 S '49; Excerpts. Nat Underw (Life ed) 53:1+ My 13 '49

Hits lack of interest in cost research. W. R. Furey. Nat Underw (Life ed) 52:4 N 12 '48

Stresses need for expense control systems; address at L.I.A. meeting. E. M. McConney. Nat Underw (Life ed) 53:2+ My 13 '49; Same abr. East Underw 50:3+ My 13 '49

#### Agency managers

Assistants' views of model general agent. East Underw 50:17 F 11 '49

Cincinnati associated life general agents and managers annual meeting. Nat Underw (Life ed) 53:15-16 Je 24 '49

Connecticut Mutual's general agents Florida meeting. East Underw 50:12 Ja 21 '49

Hancock general agents hear reports on year's operations at meeting in Boston. Nat Underw (Life ed) 53:2 F 18 '49

**INSURANCE, Life**—Agency managers—*Cont.*

John Hancock district leaders meeting, White Sulphur Springs, March 14-16. East Underw 50:4 Mr 18; 7+ Mr 25 '49

John Hancock general agent tells life story in book, Life insurance and Harry Gardiner. O. J. Jones. East Underw 49:12 N 12 '48

Massachusetts Mutual general agents hold three-day rally at Palm Beach. Nat Underw (Life ed) 53:2+ Mr 18 '49

Mutual Benefit Life's general agents' conference, Chicago. Nat Underw (Life ed) 53:3+ Ja 21 '49

Mutual Life holds managerial rally at White Sulphur Springs. Nat Underw (Life ed) 53: 3+ Mr 18 '49

Penn Mutual leaders treated to many stimulating ideas. Nat Underw (Life ed) 53:3+ Jl 15 '49

Prudential district managers' meeting, Newark, March 14-16. East Underw 50:1+ Mr 18 '49

Wisconsin National holds leaders' convention. East Underw 50:7 Jl 29 '49

### *Training*

Better training for agent than manager. O. S. Cummings. Nat Underw (Life ed) 53:8 My 13 '49

Midwest management conference hears charges of inadequate manager training. Nat Underw (Life ed) 53:5 My 6 '49

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Agency system and the future. F. Whitbeck. il Spectator (Life ed) 156:36-8+ Mr '49

Congress probe of agency system would stun public. S. D. Weissman. Nat Underw (Life ed) 53:2+ Jl 15 '49

Life insurance distribution and public relations; importance of the agent. F. B. Wilde. Spectator (Life ed) 156:14-15+ Ja '49

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Advice to discouraged agents. C. Hamlin. East Underw 50:9 Jl 8 '49

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Art of closing. H. S. Bell. Rough Notes 91:46-7 N '48

Building permanent clientele. R. Hull. Life Ins Courant 54:25-6 My '49

C.L.U. recognition; challenge and responsibility. R. Dechert. Life Ins Courant 53:8-9+ D '48

Client's desires, small cases key to future. W. R. Moore. Nat Underw (Life ed) 53:19 Jl 1 '49

Complete insurance salesman often compounded of two or more partners. Nat Underw (Life ed) 53:13 S 9 '49

Cornerstone philosophy for agents is faith in life insurance and self-discipline to maintain it. R. E. Pille. East Underw 50:12 Mr 18 '49

Creates system that makes him operate steadily and efficiently; abstracts. A. H. Smith. Nat Underw (Life ed) Daily ed 53: 24-5 S 16 '49; East Underw 50:12 S 16 '49

Day's work. L. E. Bender. Spectator (Life ed) 157:20-1 S '49

Diversification pays off. O. H. Gudmunson. Life Ins Courant 54:18-19+ Ap '49

Equitable society agents to form own association. Nat Underw (Life ed) 53:3+ S 23 '49

Fear; worst enemy and best friend; how it affects the life insurance underwriter. A. deL. Panet. Weekly Underw 161:981-2 O 15 '49

Folly of fear. B. Graham. Life Ins Courant 53:14-15 N '48

Gold book of life insurance selling. East Underw 50:11-161 pt 2 O 7 '49

Groove your swing. K. E. Robinson. Life Ins Courant 54:18-19 Ja '49

How to assay value of each part of job. D. P. Cahill. Nat Underw (Life ed) 53:7 F 11 '49

Ideas spell difference between mediocre and successful producer. J. H. Jamison. Nat Underw (Life ed) 53:10 Mr 11 '49

Insurance fine career for college graduates; booklet issued by Life insurance agency management association. East Underw 50: 14 Je 10 '49

Life insurance distribution and public relations; importance of the agent. F. B. Wilde. Spectator (Life ed) 156:14-15+ Ja '49

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Meet a star insurance man; B. G. Priestley. Sales Management 62:58+ Je 1 '49

Million dollar round table, Cincinnati, Sept. 16-19. Spectator (Life ed) 157:52-3+ O '49; Nat Underw (Life ed) 53:1+ S 23 '49

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Million dollar round table forum. East Underw 50:6 S 23 '49

Million dollar round table roster of members. Nat Underw (Life ed) 53:3+ S 2 '49

Object to editorial on Weissman talk. Nat Underw (Life ed) 53:15 Ag 12 '49

Objections lead to sales. E. J. Doyle, jr. Life Ins Courant 54:14-15 My '49

$1,000,000-a-year insurance men. il Fortune 40:78-80+ Jl '49; Excerpts. East Underw 50:6 Jl 8 '49

Opportunity, not security, is what successful agents seek. W. G. Preston. Nat Underw (Life ed) 53:2+ S 2 '49

Opposing philosophies on agents' security; editorial on New Haven talk of Simon D. Weissman. Nat Underw (Life ed) 53:10 S 2 '49

Outlook for the year 1949. H. M. Stewart. Spectator (Life ed) 156:10-13+ F '49

P.D.Q's; probe, disturb, and quit orthodox thinking; getting the big ones. J. O. Todd. Life Ins Courant 54:20-3+ F '49

Planning is production. D. G. Stewart. Life Ins Courant 54:10-13+ Ap '49

Political, economic changes play into agents' hands. W. R. Robertson. Nat Underw (Life ed) 53:16-17 Jl 22 '49

Precedent on agent's note on application; Martin v. Equitable. East Underw 50:11 Je 17 '49; Weekly Underw 160:1556+ Je 18 '49

Prescription for success. F. Robinson. Life Ins Courant 54:44-5+ My '49

Prestige factors in salesmanship. R. B. Jameson. Life Ins Courant 54:12-13+ S '49

Producer needs proper balance of capital, labor and management. D. Kaufman. Nat Underw (Life ed) 53:18 Mr 25 '49

Robert A. Judd's simplified visual sales diagrams. Nat Underw (Life ed) 53:8 F 18 '49

Sales technique in life insurance and investments. E. B. Redfield, jr. Comm & Fin Chr 169:1504+ Ap 7 '49

Sell larger policies to maintain income. C. Benner. East Underw 50:4 S 23 '49

Selling those extra policies. C. Dulaney. Spectator (Life ed) 156:29-31+ Ja '49

Stepping stones to success. A. J. Nussbaum. Spectator (Life ed) 156:32+ Ja '49

Successful life insurance marketing. D. P. Cahill. Spectator (Life ed) 157:12-13+ Ag '49

Those extra policies. Q. L. Ching. Life Ins Courant 53:18-20+ D '48; Same abr. Nat Underw (Life ed) Daily ed 52:10+ S 17 '48; Excerpts. Spectator (Life ed) 156:19-21+ S '48

Tighter market will call for intensified leg work in 1949. Nat Underw (Life ed) 53:20 F 18 '49

Tribute to a blind agent, D. Earl Fisher. J. C. Hupp. East Underw 50:110 pt 2 O 7 '49

Van Alst's 50 years in life insurance field. East Underw 50:8 Ap 22 '49

Warning sounded against trend to non-agent sales. Nat Underw (Life ed) Daily ed 53: 12 S 15 '49

What national quality award means in dollars and cents to agents. G. D. McKinney. Nat Underw (Life ed) Daily ed 53:15+ S 16 '49

**INSURANCE, Life—Agents—***Continued*

Wheelchair doesn't keep Chicago veteran from active life insurance sales career. Nat Underw (Life ed) 53:6 S 2 '49

You are a 15-man business. G. Isphording. Life Ins Courant 54:8-9+ Ja '49

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*also* Chicago association of life underwriters; Life underwriters association of the city of New York; National association of life underwriters

*Approach*

Careful use of words held sales essential. L. H. Feder. Weekly Underw 159:1281 N 27 '48; Same cond. Nat Underw (Life ed) 52:7 N 26 '48

Closing techniques on the debit. R. L. Walker. Life Ins Courant 53:46-9 N '48

Cold canvas. A. Wilson. Life Ins Courant 54:20-2 S '49

Cold convass pays off. Nat Underw (Life ed) 53:13 S 9 '49

Death and fear plays role in nearly all insurance sales. C. E. Smith. East Underw 50:104+ pt 2 O 7 '49

Demonstrates 'phone technique. A. J. Elder. Nat Underw (Life ed) Daily ed 53:20 S 16 '49

Formula for success. L. M. Buckley. Spectator (Life ed) 156:18-21+ Je '49

Hello Mr Prospect! coordination of telephone approach and direct mail prospecting. C. W. Earnshaw. Life Ins Courant 54:27-8 O '49

How he makes originality pay off. R. O. Bickel. Nat Underw (Life ed) Daily ed 53:18-19 S 15 '49

How is your spiel? R. S. Caulkins. Spectator (Life ed) 157:8-9 S '49

How to sell yourself! G. A. Walter. Spectator (Life ed) 156:26-8, 51-2 Ja '49

Interviews induce sales. H. G. Hutchison. Life Ins Courant 54:6-7+ Ja; 24-7 F '49

Is there a wall between the prospect and you? G. D. Young. Life Ins Courant 54:18-19+ O '49

Net cost sales approach gains adherents in cities. Nat Underw (Life ed) 53:23 Ja 7 '49

Prospecting. L. G. Rapp. Life Ins Courant 54:29-32 S '49

Pushes buttons to gain new prospect's attention. R. A. Lauer. Nat Underw (Life ed) 53:21 Ja 7 '49

Sell the wife first! E. Brown. Spectator (Life ed) 156:25+ F '49

Shows Purdue class how to offer better deal than government bonds. F. W. Morley, jr. Nat Underw (Life ed) 53:8 My 6 '49

Skit shows how to handle "I have all I can afford" objection. Nat Underw (Life ed) 53:18 Je 24 '49

Specialty type of sale; higher income bracket selling. H. C. Rose. East Underw 50:6+ O 14 '49

Step up your income with income appeal. F. L. Schultz. Spectator (Life ed) 156:15+ F '49

Stressing NSLI's favorable income options helps sell regular insurance. E. B. Bates. Nat Underw (Life ed) 53:17 Ap 22 '49

Success sales presentation. R. Brinton. Life Ins Courant 53:10-13 N '48

There are four S's in sales. C. Ernst. Life Ins Courant 54:48-9 Je '49

Unusual prospecting, selling methods brighten Northwestern mutual agents' meeting. Nat Underw (Life ed) 53:19-20 Ag 5 '49

Uses own program to whet prospect's interest in buying. W. D. Davidson. Nat Underw (Life ed) Daily ed 53:6 S 16 '49

Uses statistics to sell prospects who buy bonds. Nat Underw (Life ed) 53:16 O 14 '49

*Commissions*

Actuarial equivalents of vesting, non-vesting. G. D. McKinney. Nat Underw (Life ed) 53:1+ Jl 1 '49

Agents' compensation. L. G. Simon. Spectator (Life ed) 156:27+ Je '49

Canadian survey of agents' compensation presented at annual meeting of Life underwriters association of Canada. East Underw 50:3+ Je 3 '49

Company reaction to talk of more compensation. Nat Underw (Life ed) 53:3+ F 4 '49

Explains Section 213 proposals. G. D. McKinney. Nat Underw (Life ed) Daily ed 53:6+ S 16 '49

Life underwriters association of the city of New York holds panel on agents' compensation. East Underw 50:3+ Ja 28 '49; Nat Underw (Life ed) 53:1+ Ja 28 '49; Spectator (Life ed) 156:28-9+ F '49

Revision of Section 213 of New York law urged. Nat Underw (Life ed) Daily ed 53:9+ S 15 '49

Section 213; New York insurance law; effect on compensation of agents. G. D. McKinney. Weekly Underw 160:338-41 Ja 29 '49; Same abr. East Underw 50:3+ Ja 21 '49; Excerpts. Nat Underw (Life ed) 53:1+ Ja 21 '49

Urges frank discussion of compensation. G. D. McKinney. Nat Underw (Life ed) 52:5 D 31 '48

*Company relations*

Agreement reached with Labor board clears up status. East Underw 50:1+ Jl 29 '49

Connecticut General tells why it is making agents employes. Nat Underw (Life ed) 53:2 Mr 4 '49

Makes close comparison of contractor, employe status for agents. G. D. McKinney. Nat Underw (Life ed) 52:3+ D 3 '48

N.A.L.U. role clarified at Cincinnati rally; NLRB pact relieves tension. R. B. Mitchell. Nat Underw (Life ed) 53:1+ S 16 '49

NALU to abstain from all labor-organization type of activity; text of NALU-NLRB-company agreement. Nat Underw (Life ed) 53:1+ Jl 29 '49; Weekly Underw 161:237+ Jl 30 '49

Unions square away in battle for insurance salesmen. Sales Management 62:74 My 20 '49

*Conventions*

Chicago association of life underwriters annual meeting. Nat Underw (Life ed) 53:1+ Je 17 '49

Life underwriters association of Canada annual meeting. East Underw 50:3+ Je 3 '49

Michigan association of life underwriters annual meeting, Grand Rapids. Nat Underw (Life ed) 53:24 My 13 '49

Missouri life underwriters association annual meeting, Kansas City. Nat Underw (Life ed) 53:14 My 20 '49

New York state association of life underwriters annual meeting, Niagara Falls. East Underw 50:4 My 27 '49; Nat Underw (Life ed) 53:2+ My 20 '49

Pennsylvania life underwriters association annual convention, Bedford Springs. Nat Underw (Life ed) 53:3 Je 3 '49

Texas association of life underwriters annual meeting, Fort Worth. Nat Underw (Life) ed 53:4, 16 Je 10 '49

*Costs*

N.Y. department rules vouchers are necessary; Ranni, Appleton and McKeone fined. East Underw 50:16 F 18 '49; Same cond. Nat Underw (Life ed) 53:21 F 18 '49

*Insurance for agents*

Northwestern National sets up death benefits for field. Nat Underw (Life ed) 53:14 F 25 '49

*Legal status*

Can't avert SS for agents. S. D. Weissman. Nat Underw (Life ed) 52:6+ D 17 '48

Concern over SS definition of life insurance agent in H.R. 6000; discussion. Nat Underw (Life ed) Daily ed 53:8 S 15 '49

Connecticut General tells why it is making agents employes. Nat Underw (Life ed) 53:2 Mr 4 '49

Gearhart act repeal may be effected by indirect means. Nat Underw (Life ed) 52:1 D 3 '48

Life agents may get OASI; confusion for other agents. Nat Underw (Life ed) 53:3+ Ag 12 '49; Same abr. Nat Underw 53:3 Ag 11 '49

Memorandum analyzes SS proposals; H.R. 6000. G. D. McKinney. Nat Underw (Life ed) Daily ed 53:14+ S 16 '49

**INSURANCE,** Life—Agents—Legal status—*Continued*

Social security held to be complex problem; text of committee report to NALU convention. Weekly Underw 161:686-7 S 17 '49

Three bills would oust Gearhart act. Nat Underw (Life ed) 53:2 Ja 28 '49

Treasury spurns NLRB definition of employe; holds board's Phoenix Mutual decision doesn't give agents SS coverage. Nat Underw (Life ed) 53:1+ My 13 '49

Ways and means committee OK's SS for life agents. Nat Underw (Life ed) 53:1+ Ag 5 '49; East Underw 50:1+ Ag 12 '49

*Letters to prospects*

Erickson agency sent 40,000 letters in 1948. East Underw 50:3-4 F 18 '49

*Pensions*

Most companies have agents' pension plans but few are adequate. G. D. McKinney. Nat Underw (Life ed) 53:2+ F 25 '49

*Public relations*

Prestige building in a new community. G. B. Lubke, jr. Spectator (Life ed) 157:22-3+ Ag '49

*Salaries*

Agents' compensation. L. G. Simon. Spectator (Life ed) 156:27+ Je '49

*Sales conventions*

Aetna Life regional conference, White Sulphur Springs, W.Va., East Underw 50:3 Ag 12 '49; Nat Underw (Life ed) 53:2 Ag 5 '49

Aetna Life regionnaires meet at Hot Springs, Va. East Underw 50:3 Jl 15 '49; Nat Underw (Life ed) 53:1+ Jl 15 '49

Agents at Decatur, Illinois, congress told how to recharge their mental batteries. Nat Underw (Life ed) 53:24 Mr 4 '49

Annual sales congress of Philadelphia association of life underwriters. Nat Underw (Life ed) 53:6 F 18 '49

Berkshire Life's field conference, Quebec. East Underw 50:3 S 30 '49

Chicago sales congress produces grass roots selling ideas and inspiration. Nat Underw (Life ed) 53:11 Ap 8 '49

Colonial life of America, 52d annual convention, Washington, D.C. Sept 28-30. Weekly Underw 161:894+ O 8 '49

Connecticut Mutual leaders discuss advanced underwriting. Nat Underw (Life ed) 53:3+ Jl 1 '49

Connecticut Mutual round table, Bald Peak, N. H. East Underw 50:8 Jl 8 '49; Nat Underw (Life ed) 53:3+ Jl 1 '49

Connecticut state association of life underwriters sales congress, Hartford, May 9. East Underw 50:8 My 13 '49; Nat Underw (Life ed) 53:15 My 13 '49; Weekly Underw 160:1246, 1250+ My 14 '49

Continental Assurance holds biggest meeting, Chicago, Sept. 15-17. East Underw 50:10 S 30 '49

Empire State holds general agents' meeting, Jamestown, N.Y. Aug. 22-23. East Underw 50:10+ S 9 '49

Great-West Life's sales conference, Quebec. East Underw 50:13 Jl 15 '49

Great-West sales meet at Minaki, Ont. Nat Underw (Life ed) 53:7 Je 24 '49

Illinois round table hears two valuable talks. J. H. Jamison; F. C. Toombs. Nat Underw (Life ed) 52:9 N 12 '48

Joint club convention of Equitable of Iowa, White Sulphur Springs, W.Va. Nat Underw (Life ed) 53:4 Jl 22 '49

Kansas life underwriters association annual meeting and sales congress. Nat Underw (Life ed) 53:14 My 20 '49

Lincoln National holds regional convention in Seattle, June 13-15. East Underw 50:8 Je 17 '49; Nat Underw (Life ed) 53:15 Je 17 '49

Lincoln National regional meeting, Detroit. Nat Underw (Life ed) 53:5 Jl 8 '49

Many usable sales ideas at Provident Mutual regional. Nat Underw (Life ed) 53:6 Ag 26 '49

Minnesota association of life underwriters sales congress, St. Paul. Nat Underw (Life ed) 53:6 Je 3 '49

Mutual Benefit Life regional meetings. Nat Underw (Life ed) 53:18 Jl 8 '49

New Jersey state association of life underwriters 9th annual sales congress, Asbury Park. East Underw 50:3+ My 20 '49

North Dakota annual sales congress, Fargo, May 14. East Underw 50:11 Je 3 '49

Northwestern Mutual agents association convention, Milwaukee. East Underw 50:3, 5-6+ Jl 29 '49; Nat Underw (Life ed) 53:1+ Jl 29 '49; Weekly Underw 161:269 Jl 30 '49

Northwestern Mutual's eastern regional sales meeting, New York. Nat Underw (Life ed) 53:1+ Ja 7 '49

Penn Mutual men hear sales ideas at eastern meeting, White Sulphur Springs. Nat Underw (Life ed) 53:2 Jl 8 '49

Penn Mutual West Coast conference. East Underw 50:3 Je 24 '49; Nat Underw (Life ed) 53:2, 8+ Je 17 '49

Problems on wills, service discussed at Westchester sales congress. Nat Underw (Life ed) 53:8-9 My 6 '49

Programming techniques outlined at Westchester sales congress. H. Krueger. Nat Underw (Life ed) 53:20+ My 13 '49

Provident Mutual Life regional meeting, Bretton Woods. Weekly Underw 161:892-3+ O 8 '49

Provident Mutual West Coast regional meeting, Lake Tahoe. Nat Underw (Life ed) 53:4 Jl 8 '49

Southern California, Arizona managers hold area meet at Los Angeles. Nat Underw (Life ed) 53:9+ My 27 '49

Southern California sales congress, Los Angeles. East Underw 50:4 Ap 15 '49

Speakers at Franklin Life meet see prosperous times. Nat Underw (Life ed) 53:15 S 23 '49

Union Central's national convention, San Antonio, Feb. 13-16. East Underw 50:18-19 Mr 4 '49

Wisconsin association of life underwriters midwinter sales congress, Milwaukee. Nat Underw (Life ed) 52:15-16 N 26 '48

*Selection*

Agents should possess patience and tolerance. J. M. Royer. East Underw 50:4 Ap 22 '49

Aptitude index, widely used for selection of agents, underwent vast improvements. Weekly Underw 159:1174 N 13 '48; Excerpts. East Underw 49:11 N 19 '48

Failure to develop plan for inducting college graduates may be costly, L.I.A.M.A. report warns. Nat Underw (Life ed) 53:24 F 25 '49

Menace to companies' agency relations; abduction method of recruiting. D. Dowell. East Underw 50:7 Ap 8 '49

Recruiting interviews discussed at Indianapolis forum. Nat Underw (Life ed) 52:6 N 12 '48

22 per cent of A scorers get C on new aptitude index. Nat Underw (Life ed) 53:2 Mr 11 '49

*Service*

Cherchez la femme! R. L. Pilon. Spectator (Life ed) 157:16-17+ S '49

Formula for success. L. M. Buckley. Spectator (Life ed) 156:18-21+ Je '49

How aspects of business insurance lead to a complete program. A. H. Kollenberg. Life Ins Courant 53:10+ D '48; Excerpts. Nat Underw (Life ed) 52:4 S 24 '48

Newcomer's awakening; programming. W. L. Bell. Life Ins Courant 54:8-9+ Je '49

Programming for profit. C. L. Smeltz. Life Ins Courant 54:16-17+ Jl '49

Programming helps prospect solve financial problem. R. E. Wood. Nat Underw (Life ed) Daily ed 53:7, 42 S 16 '49

Sales job incomplete till program is arranged. Nat Underw (Life ed) 53:20 My 27 '49

Sell custom-tailored coverage. J. V. Murphy. Life Ins Courant 54:13-14 Jl '49

Selling programming. R. C. Frasier. Life Ins Courant 54:24-7 Mr '49

Service; foundation of success. L. L. Joseph. Spectator (Life ed) 156:25+ Ja '49

Simple programming. K. C. Wilson. Life Ins Courant 54:16-17+ Ja '49

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*Training*

Agents put in 375 hours in office clinic, 250 in field training in 1st year. Nat Underw (Life ed) Daily ed 53:21+ S 16 '49

College work-study plan cuts trainee turnover. A. R. Jaqua. Sales Management 62:77-9 My 20 '49

Committee on management training marks progress, states objectives. East Underw 50:11 S 16 '49

Companies and associations offer life insurance education, training for agents. Weekly Underw 160:16+ sec 2 My 14 '49

Experts give their answers to training problems at University of Illinois institute. R. W. Osler. Nat Underw (Life ed) 53:8+ F 25 '49

Inconsistency of company training hit by educator. J. C. Pillion. Nat Underw (Life ed) 52:5 D 3 '48

Life underwriter training council. P. Quarto. East Underw 50:118 pt 2 O 7 '49

Los Angeles supervisors tell of training methods. Nat Underw (Life ed) 53:15 Ja 28 '49

Sales training teamwork makes progress. R. Hull. Weekly Underw 160:96+ Ja 1 '49

Some pointers on guiding the underwriter. H. S. Bell. Spectator (Life ed) 156:38-40 D '48

Stress should be on existing training facilities. J. M. Holcombe, jr. Nat Underw (Life ed) 52:3 N 12 '48

Travelers teaches public relations to agents in training. Nat Underw (Life ed) 53:19 Je 24 '49

*Women agents*

Distaff side: NALU. R. Siegel. Spectator (Life ed) 157:10-11 S '49

Ideas. I. P. Montford. Spectator (Life ed) 156:31 F '49

New hat and Tabu perfume solve slump problem for top-flight woman agent. A. A. Chandler. Nat Underw (Life ed) 53:15 Mr 18 '49

Women tell of work in technical fields. E. C. Bush and others. Nat Underw (Life ed) Daily ed 53:17+ S 15 '49

**Annuities**

*See* Annuities

**Applications**

Applicants declined and accepted in 1948. Weekly Underw 160:26 sec 2 My 14 '49

**Aviation risks**

Current practices of life insurance companies; survey by Institute. Weekly Underw 160:819 Mr 26 '49

Rider excluding death from participating in aeronautics inapplicable where plane crashed from enemy gunfire. Weekly Underw 160:238 Ja 15 '49

Rules on air pilots and crews eased further, Institute reports. Nat Underw (Life ed) 53:18 Ap 22 '49

Trend is to cover all air travel for transportation; abstracts. J. E. Hoskins. Nat Underw (Life ed) 53:4 S 9 '49; East Underw 50:10+ S 9 '49

**Beneficiaries**

*See* Insurance, Life—Policy beneficiaries

**Binders**

*See* Insurance—Binders

**Biography**

We have with us today; some interesting personalities in the life insurance business, their careers and backgrounds. pors East Underw 49:12-14+ D 17 '48

**Business beneficiaries**

*See* Insurance, Business

**Cancellation**

Incontestability date figures in decision; Metropolitan-Schmidt case. East Underw 50:13 Jl 29 '49

Running of contestable period tolled by filing bill for cancellation on ground of fraud. Weekly Underw 161:61 Jl 2 '49

**Children's policies**

Juvenile insurance. T. B. Anderson, jr. East Underw 49:14-15 N 19 '48

Juvenile market now rich source. E. M. Schwemm. Nat Underw (Life ed) 53:20 F 25 '49

Precautions to observe in making insurance gifts to minors. B. C. Bentley. Nat Underw (Life ed) 52:8 D 10 '48

**Claims**

*See* Insurance, Life—Adjustment of claims; Insurance, Life—First year claims; Insurance, Life—Suicide death claims

**Cost**

Average annual net cost history of ordinary life policies issued in 1928 per $1000; tabulation. J. Horan. Spectator (Life ed) 156:19 N '48

Average annual net cost history of ordinary life policies issued in 1929 per $1000; tabulation by company. Spectator (Life ed) 157:51 O '49

Cheaper money trend and life insurance. C. L. Benner. Comm & Fin Chr 170:1453+ O 13 '49; Abstracts. East Underw 50:7+ O 7 '49; Nat Underw (Life ed) 53:29+ O 7 '49

Cost of income; payments for income to wife, cost of income to wife; participating and nonparticipating; tabulation. Life Ins Courant 54:56-9 S '49

Current scales; tables of average costs based on present dividend scales, for policies of ordinary life type and average payments, by companies. Life Ins Courant 54:40-6 Je '49

Net cost sales approach gains adherents in cities. Nat Underw (Life ed) 53:23 Ja 7 '49

Public and life insurance costs. M. A. Linton. Spectator (Life ed) 156:16-17 Ja '49

20-year histories; dividends actually paid on life policies issued in 1929; average yearly payments; net costs. Life Ins Courant 54:21-5 Ag '49

**Credit aspects**

Credit life insurance specialized coverage certain to expand. J. F. Hollenbeck. Weekly Underw 160:73+ sec 2 My 28 '49

Life insurance and the C's of credit. R. I. Mehr. Credit & Fin Management 51:8-9+ My '49; Same cond. Management R 38:395-7 Jl '49

**Disability provisions**

Disability benefits paid to lender as owner of policy are not tax exempt. Nat Underw (Life ed) 53:3 Ag 19 '49

**Double indemnity provisions**

Continental Casualty and Mutual Benefit cooperative program; life agents enabled to write double indemnity protection. East Underw 50:34 F 18 '49; Weekly Underw 160:555+ F 26 '49

Death of insured while returning to camp from military mission held within exception of result clause; Prudential not liable for double indemnity. Weekly Underw 160:1498 Je 11 '49

**Economic aspects**

Calls Life insurance association action on inflation timid and inconsistent. T. I. Parkinson. Weekly Underw 159:1462 D 18 '48; Same cond. East Underw 49:7 D 24 '48; Same cond. Nat Underw (Life ed) 52:2 D 24 '48

Concentration of economic power in hands of insurance companies. F. C. Fullerton. Mag of Wall St 83:274-5+ D 18 '48

Discretionary spending power augurs well. J. S. Thompson. Nat Underw (Life ed) 53:1 Ja 21 '49

Economic trends and life insurance. R. Rodgers. Life Ins Courant 54:36-8 Mr '49

Life insurance and the national economy. P. F. Clark. East Underw 50:3-4 Ag 26 '49

L.I.A. rejects Parkinson's resolution on unpegging bonds. Nat Underw (Life ed) 52:10 D 17 '48

Little hope for rise in interest rates; longterm encouraging trends. C. M. Shanks. Nat Underw (Life ed) 53:1 Ap 8 '49

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Meeting Mr Parkinson's challenge; editorial comment on his L.I.A.M.A. address. Nat Underw (Life ed) 52:12 N 19 '48
Reply to Parkinson on action of Life insurance association on monetary policies resolution. A. V. Call. Weekly Underw 160: 301+ Ja 29 '49; Same abr. East Underw 50: 5+ Ja 28 '49; Abstract. Nat Underw (Life ed) 53:1 Ja 28 '49
Shrinking value of insurance-owned $200 billions; inflationary trends. T. I. Parkinson. East Underw 49:3+ N 19 '48
Size not companies' goal; insurance wants no part in management of country's economy. E. Fitzgerald. East Underw 50:3-4 Ja 7 '49
Whither now? challenge to the life insurance man. G. F. Johnston. Life Ins Courant 54: 14-15+ Ja; 32-3+ F '49

### Educational endowment policies

Educational insurance. J. B. Shinn. Life Ins Courant 54:24-5 Je '49
How I sell college educations. O. B. Kirk. Life Ins Courant 54:15+ Je '49
Mutual Trust offers novel juvenile program. Nat Underw (Life ed) 53:23 F 4 '49
Three ways to write educational agreements. Life Ins Courant 54:18-19+ Je '49

### Employees' insurance

Deferred compensation plans. P. L. Wise. Life Ins Courant 54:16-17 My '49

### Endowment policies

Endowment policy forms. R. W. Osler. Rough Notes 92:48-50 S '49

### Estate protection

Check list covering 42 points to watch in buy-and-sell agreements as an aid in estate planning. S. Huber. Nat Underw (Life ed) 53:8 S 30 '49
Does life insurance guarantee security for your family? W. J. Baxter. Weekly Underw 161:112-13, 396-7+, 628-9, 703+ Jl 9, Ag 13, S 10-17 '49
Essential considerations to reduce estate shrinkage. G. J. Laikin. Weekly Underw 160:226 Ja 15 '49
Estate planners given pointers. J. A. Appleman. Nat Underw (Life ed) Daily ed 53:45-7 S 15 '49
Estate planning is a pattern. G. B. Byrnes. Life Ins Courant 54:14-15+ F '49
Favors rule shifts to let insured reduce his taxes. L. M. Bregy. Nat Underw (Life ed) 53:34+ O 7 '49
How to save estate taxes in planning a life insurance program; address before National association of life underwriters. C. A. Morehead. Weekly Underw 160:1255-7, 1494-7 My 14, Je 11 '49
Insurance intrigues mutual fund men. Nat Underw (Life ed) 53:3+ Ag 26 '49
Life insurance and taxation of estates. J. J. Beha. East Underw 50:96+ pt 2 O 7 '49
Life insurance can simplify an estate plan; how to obtain maximum marital deduction. E. S. MacNeill. Banking 41:54 Je '49
Life insurance proceeds and marital deductions; new Treasury regulations. H. S. Redeker. East Underw 50:3+ Je 10 '49
Marital deduction in federal estate tax; has changed basic concepts. H. B. Clapp. East Underw 50:12-13+ S 9; 26-7 S 16 '49; Abstract. Nat Underw (Life ed) 53:5+ S 9 '49
Marital deduction insurance opportunities. D. Stock. Trusts & Estates 88:412 Jl '49
Marital deduction programming opportunities. D. Stock. Weekly Underw 161:911-13 O 8 '49
More life insurance dollars for estates depreciated by inflation. D. Stock. East Underw 50:102+ pt 2 O 7 '49
New estate tax changes. H. S. Redeker. East Underw 50:3+ Jl 22 '49
Predicts insurance use in estate plans will rise. P. J. Woodward. Nat Underw (Life ed) 53:3 Mr 25 '49
Taxwise, it pays to be on the ball! H. R. Kuhn. Spectator (Life ed) 156:33+ Ja '49
What price no estate plan. S. L. Zeigen. East Underw 50:68+ pt 2 O 7 '49
Wives, widows and insurance proceeds. D. J. Reidy. East Underw 50:50+ pt 2 O 7 '49

### Family income policies

Terms of new riders announced by Manhattan. Weekly Underw 161:776 S 24 '49

### Farmers as prospects

Life underwriting in rural areas. C. C. Anama. Life Ins Courant 53:7-9 N '48
Northwestern Mutual farm specialists give sales tips at company convention. Nat Underw (Life ed) 53:15 Ag 26 '49
Not the orthodox way. J. T. Sherk. Life Ins Courant 54:19+ My '49
One farmer's experience with life insurance. W. T. Nash. il Spectator (Life ed) (Endorsement no 1948-1949) 156:8-10 D '48
Well-off farmers neglected by Main Street agents. Nat Underw (Life ed) 53:20 F 25 '49

### Finance

Aetna group shows rise in profits and premiums this year. East Underw 50:1+ Ag 12 '49
ALC head sees better earnings, good sales in '49. W. E. Bixby. Nat Underw (Life ed) 52:3 D 31 '48
Annual statements, 1948; excerpts from company reports. Spectator (Life ed) 156:32-3+ F; 11-12+ Mr; 12-13+ Ap; 38+ My '49
California 1948 figures; new business and in force; tabulation. Nat Underw (Life ed) 53:8-9 Ap 15 '49
Companies' 1948 year-end figures; tabulation. Nat Underw (Life ed) 53:5 Ja 21; 11 Ja 28; 4 F 4; 6 F 11; 4 F 18; 23 F 25; 10 Mr 4; 6 Mr 11; 11 Mr 18; 6 Mr 25; 19 Ap 1 '49
Distribution of life insurance assets since 1900; tabulation. Spectator (Life ed) 157: 38 O '49
Effect of interest used for calculating policy values on net costs; tabulation. Spectator (Life ed) 156:22 N '48
Gain-loss exhibit; with tabulation by company showing 1948 figures for annuities, disability and double indemnity. Nat Underw (Life ed) 53:1+ Mr 11 '49; Correction. 53:3 Ap 1 '49
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### Fraudulent statements

Incontestable clause no bar to action for reformation because of misstatement of age. Weekly Underw 160:786 Mr 19 '49

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Congress gets McCarran-Celler inquiry resolution. Nat Underw (Life ed) 53:1+ F 4 '49; East Underw 50:1+ F 4 '49

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Lawyers, agents, trust men need unified approach. B. F. Bills. Nat Underw (Life ed) 53:17 My 20 '49

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### Mathematics

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### Medical departments

*See also* Association of life insurance medical directors of America

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Most experience on non-medical is found satisfactory. Nat Underw (Life ed) 53:8+ My 27 '49

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Penn Mutual gift to University of Pennsylvania for building heart clinic. East Underw 50:17 My 27 '49; Nat Underw (Life ed) 53:10 My 27 '49; Weekly Underw 160:1372 My 28 '49

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Home instead of a mortgage. R. W. Osler. Rough Notes 92:60-3 Je '49

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Fans discrimination issue involving Wisconsin Life Fund. Nat Underw (Life ed) 53:6 S 23 '49

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Prudential reduces term rates, sets $5,000 minimum; tabulation. Nat Underw (Life ed) 53:16 Ag 19 '49

Term currently satisfies need and fills demand. D. J. Reap. Nat Underw (Life ed) 53:1 Je 17 '49

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Insurer not subject to penalty for insistence on court order for payment to other than designated beneficiary. Weekly Underw 159:1178 N 13 '48

Person named as beneficiary in policy may recover in place of one named in application. Weekly Underw 160:1086 Ap 23 '49

Suggests will provision to protect owner of policy on another's life. V. R. Booth. Nat Underw (Life ed) 53:18 My 20 '49

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Aetna Life dividend scale increased; with tabulations. Life Ins Courant 53:51-3 D '48

Aetna's new 1949 dividend scale; tabulations. Nat Underw (Life ed) 52:20 N 26 '48

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Comparisons; dividend scales in effect for 1939 compared with actual histories; tabulation by companies. Life Ins Courant 54:23-7 Jl '49

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Agency management association issues adult ordinary persistency raters. East Underw 50:12 O 14 '49; Nat Underw (Life ed) 53:8 O 14 '49

Paul O'Dwyer calls on policyholders to get in the fray. Nat Underw (Life ed) 53:11 Mr 18 '49

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Mahoney committee continuing study of policy loans. Nat Underw (Life ed) 53:5 Jl 15 '49

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Income use of life benefits at peak in '48, Institute of life insurance reports. Nat Underw (Life ed) 53:4 Ap 22 '49

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When common disaster strikes. L. E. Thompson. il Life Ins Courant 54:15-16 Mr '49

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Prudential's vast service for finding missing persons. L. R. Menagh, jr. Weekly Underw 160:48-50 sec 2 My 14 '49

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Insurance premium financing results in many new loans. A. M. Horner. il Bankers Mo 66:8-9 S '49

### Premiums, Payment of

No receipts from Phoenix Mutual unless asked for. Nat Underw (Life ed) 53:8 Mr 11 '49

### Preventive work

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Agents must make more complete study of "vulnerable" markets. F. A. Schnell. Nat Underw (Life ed) 53:8+ Je 17 '49

Analyzes market. H. O. Rasmussen. Weekly Underw 161:101-2 Jl 9 '49

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Building clientele. D. Adelman and D. Spooner. Life Ins Courant 53:21-3 D '48; Same. Weekly Underw 160:460-1+ F 12 '49

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29 agents sell $285,608 in 12 hours to night workers. Nat Underw (Life ed) 53:13 F 25 '49

2,000,000 annual population growth seen; responsibilities of insurance agents. V. S. Welch. East Underw 50:1+ Je 17 '49

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Anti-private insurance propaganda. H. M. Stewart. Spectator (Life ed) 156:10-13+ Je '49

Main Street institution. C. Adams. Spectator (Life ed) 156:21-2 Ja '49

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Urges agents to fight back against critics' attacks. H. M. Stewart. Nat Underw (Life ed) 53:3 Ja 28 '49

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Women's division of Institute of life insurance does vital indirect sales job. K. O. Force. Nat Underw (Life ed) 53:2+ Ag 26 '49

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Buy $22,700,000,000 in new protection; life insurance results for year. B. E. Shepherd. Weekly Underw 159:1361+ D 11 '48

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Prudential reduces term rates, sets $5,000 minimum; tabulation. Nat Underw (Life ed) 53:16 Ag 19 '49

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Measuring houses for mortgages with furniture models; Metropolitan Life tests houses for adequate furniture capacity and arrangement. il Arch Forum 91:88 Ag '49

New England Mutual buys Baldwin Hills village, Los Angeles. East Underw 50:9 Jl 8 '49

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New York Life plans housing project in Chicago Negro area. Nat Underw (Life ed) 53:10 Ag 19 '49

New York Life to build apartment house along novel lines; Manhattan House. il East Underw 50:1+ Ap 8 '49; Same cond. Nat Underw (Life ed) 53:4 Ap 8 '49

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How to secure a guaranteed future income. F. L. Morton. Spectator (Life ed) (Endorsement no 1948-1949) 156:38-40 D '48

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Insurance, Life—Substandard risks

Insurance, Life—War risks

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Insurance, Life—Agents—Training

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**Women as prospects**

As prospects women are wonderful! M. Hostetter. Spectator (Life ed) 156:20+ F '49

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Rates doubled for Illinois dram shop cover. Nat Underw 52:13 D 30 '48

St Paul-Mercury Indemnity drops Illinois tavern cover; shortage looms. Nat Underw 52: 19 D 16 '48

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Hartford Live Stock wins issue on bull insurance. Nat Underw 53:27 Ap 14 '49

Haylift; winter losses in the Rockies. Spectator (Property ed) 14:45-6 Ap '49

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Hospital group gets out critique of three covers. Nat Underw 53:28+ O 6 '49

Malpractice cases discussed before Counsel meeting. S. M. Hollander. Weekly Underw 161:374+ Ag 13 '49

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Marine Syndicates and Salvage Association elect managers, officers. Nat Underw 53:32 Mr 24 '49; East Underw 50:27 Mr 25 '49

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Ocean marine outlook for 1949. F. B. Zeller. East Underw 49:59+ D 17 '48

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Warranty clause held to limit, not broaden, coverage of policy. East Underw 50:35 Mr 4 '49

Warranty not complied with; case of the tug American Eagle. J. L. Roesch. Spectator (Property ed) 14:44-5 Ja '49

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Ocean marine steady in 1948; with tabulation by company showing net premiums and losses for 1948. East Underw 50:30-1 Mr 11 '49

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American insurers' loss on Magdalena exceeds $1 million. Nat Underw 53:4 My 5 '49

Loss of Magdalena jars British market. Weekly Underw 160:1286 My 21 '49

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Underwriters liberalize views when navigation hazards improve; modifications of Kingston-Prescott-Ogdensburg endorsement. Weekly Underw 160:1464+ Je 11 '49

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Modern handling and packaging make ocean cargoes safer. I. Davis. il Spectator (Property ed) 14:12-14+ My '49

Ocean marine insurance in today's market. H. C. Thorn. Weekly Underw 160:1467-8+, 1526+ Je 11-18 '49

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Great Lakes underwriting syndicate reveals post-season sailing rates. East Underw 49:29 N 26 '48

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Corrects misinformation about Provisional reinsurance committee, formed at Noordwijk, Holland. B. F. Everts. Weekly Underw 160:1290 My 21 '49

### Theft losses

Asks cooperation in war against pier pilferage. E. E. Conroy. Weekly Underw 160:1234+ My 14 '49

Journal of commerce of Liverpool favors wide publicity about theft losses. Weekly Underw 160:681 Mr 12 '49

Ocean marine insurance in today's market. H. C. Thorn. Weekly Underw 160:1467-8+ Je 11 '49

Stopping dock thefts is the business of Security bureau, inc. I. Davis. il Spectator (Property ed) 15:15-16+ S '49

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Marine insurers give blessing to war risk bill; H.R. 6061. Nat Underw 53:3 S 15 '49; Weekly Underw 161:659 S 17 '49

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Marine underwriters will insure atomic risks under war form only. East Underw 49:28 D 24 '48; Same. Weekly Underw 159:1494 D 25 '48; Same cond. Nat Underw 52:4 D 30 '48

Mine casualties continue at frequent rate. Nat Underw 53:4 F 3 '49

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Unwarranted profits by marine insurance in war years denied; war risk hearing. East Underw 50:1+ O 7 '49; Nat Underw 53:1 O 6 '49

War risk floating mine endorsement broadens cover. Spectator (Property ed) 15:26 S '49

War risk insurance is included in ECA plan. East Underw 50:47 S 23 '49; Nat Underw 53:1 S 29 '49

"Warlike operations" held to cover many acts of ships during wartime. East Underw 50:31 Je 24 '49

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British marine premiums reached new high in 1948. East Underw 50:26 Ag 12 '49

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Year's results. E. H. N. Dowlen. Weekly Underw 160:756 Mr 19 '49

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Michigan department works out new agreement on maternity coverage. Nat Underw 52:29 N 4 '48; Same. Nat Underw (Life ed) 52:15 N 5 '48

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Attitude of executives toward medical insurance development. W. deV. Washburn; H. N. Swanson. Weekly Underw 160:556+ F 26 '49

Covering doctor's calls is experiment on which insurers aren't losing money. Nat Underw 53:20 F 10 '49; Same abr. Nat Underw (Life ed) 53:2 F 11 '49

Flexible A & H plan pays medical expenses. Spectator (Property ed) 15:26-7 O '49

Group medical home, office cover remains experiment. Nat Underw 53:23 Ja 13 '49; Same. Nat Underw (Life ed) 53:15 Mr 4 '49

Polio insurance. Bsns W p26 Ag 13 '49

Surgical-medical insurer is launched in Kentucky. Nat Underw 53:29 Ag 4 '49; Nat Underw (Life ed) 53:7 Ag 5 '49; Weekly Underw 161:325 Ag 6 '49

Would push medical cover to combat socialization. W. Washburn. Nat Underw (H.&A. conference no) 53:8 My 20 '49

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**INSURANCE, Mercantile open stock burglary.** See Insurance, Burglary

**INSURANCE, Military and naval service**

Federal commission urges benefit plan superseding NSLI. H. C. Hallam. Nat Underw (Life ed) 52:1+ D 31 '48

Hoover commission urges corporate setup for NSLI. Nat Underw (Life ed) 53:12 Mr 4 '49; East Underw 50:15 Mr 11 '49

Important for the business that public understand NSLI subsidies; abstracts. C. J. Zimmerman. Nat Underw (Life ed) 53:1 Ag 5 '49; Spectator (Life ed) 157:28-9 S '49

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Service the guy with NSLI. G. S. Cutini. Life Ins Courant 54:7+ Ag '49

**Policy beneficiaries**

Holds NSLI beneficiary change must be in writing. Nat Underw (Life ed) 52:18 D 24 '48

**Policy dividends**

Veterans will receive up to $528 dividends. East Underw 50:10 S 23 '49

Why so much? GI insurance refund bigger than expected. Bsns W p80-1 O 8 '49

**Policy settlement**

VA won't permit best marital deduction plan under NSLI policies. Nat Underw (Life ed) 53:24 Ap 15 '49

**INSURANCE, Money and securities**

Complete insurance of money and securities of commercial and industrial concerns. J. J. Iago. East Underw 50:23+ pt 2 Je 17 '49

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**INSURANCE, Morticians' liability**

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Motor boat show packs 'em in; big market for underwriters. J. M. McCarthy. il Spectator (Property ed) 14:8-12 F '49

Outboard motor coverage. W. F. Downs. Rough Notes 92:57-9 Ag '49

**INSURANCE, Motor bus**

School bus insurance situation in Illinois. N. E. Hutson. Nat Underw 53:20 Ja 20 '49

School bus problem in Illinois. Nat Underw 53:26 Je 9 '49

**INSURANCE, Motor truck**

Canadian truck men to seek to short circuit the agent; petition insurers to afford coverage without commission. Nat Underw 53:23 My 5 '49

Carrier-owned insurance plan proposed for tank truck operators. Nat Pet N 41:42 S 14 '49

Competition keener for long haul risks; safety men use cameras to check on drivers. Weekly Underw 161:73+ Jl 9 '49

Court rules on whether truck is private or common carrier. East Underw 50:24 Jl 22 '49

Favors retrospective plan for truckers rather than deductibles. H. S. Bowen. East Underw 50:36 Jl 8 '49

How to cut truck insurance costs. R. R. Howard. Spectator (Property ed) 14:12-15+ N 25 '48

How to improve your loss ratios. E. R. Granniss. Rough Notes 92:40+ O '49

Insurers urged to credit truckers' new safety standards. Nat Underw 53:15+ Jl 21 '49; East Underw 50:25+ Jl 22 '49; Weekly Underw 161:204+ Jl 23 '49

Long haul trucking; a report. I. Davis. Spectator (Property ed) 15:8-10+ Jl; 13-14+ Ag '49

Long haul trucking situation; report to NAIA convention, Chicago. W. S. Attridge. Weekly Underw 161:722+ S 24 '49; Abstract. East Underw 50:36 S 23 '49

NAIA members protest to carriers; decry lack of facilities for truck insurance. Weekly Underw 159:1061+ N 6 '48

National Bureau revises rates, rules for long haul trucks. Nat Underw 53:17+ S 29 '49; East Underw 50:24 S 30 '49

No notice, no cooperation, but insurer must pay. Nat Underw 53:26 Ag 4 '49

Report on truck problem by NAIA committee. Weekly Underw 160:729+ Mr 19 '49; Same. East Underw 50:46 Mr 18 '49; Abstract. Nat Underw 53:24 Mr 17 '49

Sees insurance progress. H. D. Horton. East Underw 50:25 Ja 21 '49

Truck insurance rated huge premium market. Weekly Underw 160:994 Ap 16 '49

**Adjustment of claims**

Bad faith not negligence in refusal to settle renders insurer liable beyond policy limits. Weekly Underw 161:914 O 8 '49

Radius endorsement question is won by the insurer. Nat Underw 53:20 O 13 '49

Territorial limitation applicable when assured contract carrier not operating under New Mexico corporation commission permit. Weekly Underw 160:1438 Je 4 '49

Type gets priority over typewritten clause; Birnbaum vs. Jamestown Mutual. Nat Underw 53:25 Ja 6 '49

Use of truck for purpose other than stated in declarations bars recovery under liability policy. Weekly Underw 161:707 S 17 '49

**INSURANCE, Motor truck contents**

Competition keener for long haul risks; safety men use cameras to check on drivers. Weekly Underw 161:73+ Jl 9 '49

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Transit and truck cargo problems are parallel. J. Seide. Nat Underw 52:4 D 30 '48

Truck cargo line improves. Nat Underw 53:8 Mr 3 '49

Truck coverage took big 1948 strides. J. Seide. Weekly Underw 160:58-60 Ja 1 '49

Truck hijackings hit all-time high in '48. Weekly Underw 160:1525 Je 18 '49; Same cond. Nat Underw 53:6 Je 23 '49

Urges improvement of truck cargo underwriting practices; agents asked to cooperate. S. Mehorter. Weekly Underw 160:1232 My 14 '49

**Adjustment of claims**

Court holds 12 months' limitation doesn't start with day of accident. East Underw 50:28 My 13 '49

**Preventive work**

Education program to cover truck shipments. Weekly Underw 161:748+ S 24 '49

**INSURANCE, Multiple location.** See Insurance, Fire—Multiple location policies

**INSURANCE, Mutual**

Activities of mutual companies in 1948. H. P. Cooper, jr. Weekly Underw 160:16+ Ja 1 '49

Blueprint for future for farm mutuals. Nat Underw 53:5 Ja 27 '49

Community interest of insurance recognized in past decade. L. A. Fitzgerald. Weekly Underw 160:59+ sec 2 My 28 '49

Country-wide underwriting results 1944-48 of companies licensed in New York state; tabulation. East Underw 50:10 pt 2 Je 17 '49

Factory mutuals set up stock insurer for general line. Nat Underw 53:1 Ja 13 '49

Mutual companies urged to meet with policyholders. H. E. Dickhuth. Nat Underw (Life ed) 53:3 Ja 14 '49

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1948 mutual fire results; tabulation by company. Nat Underw 53:6 Ja 27; 14 F 3; 32 F 10; 9 F 17; 2 F 24; 14 Mr 3; 13 Mr 10; 10 Mr 17 '49

Significance to policyholder of use of word "mutual" in name of company. Weekly Underw 160:18+ sec 2 My 14 '49

Underwriting meeting of Conference of mutual casualty companies draws 138 to Chicago. Nat Underw 53:24 Mr 24 '49

**INSURANCE, Owners', landlords', and tenants' liability**

Countrywide revision made in O.L.&T. rates. East Underw 50:24 Jl 15 '49; Same. Nat Underw 53:19 Jl 14 '49; Same. Weekly Underw 161:144+ Jl 16 '49

O.L.&T. liability rates revised in New York. East Underw 50:32 Ap 8 '49; Same abr. Nat Underw 53:25 Ap 7 '49

**INSURANCE, Parcel post**

E is for easy in parcel post. R. L. Hopkins. Rough Notes 92:60-1 Mr '49

**INSURANCE, Partnership.** See Insurance, Business—Partnership interest

**INSURANCE, Plate glass**

Bureau announces modification of rate making formula. Weekly Underw 160:155+ Ja 8 '49; Same. East Underw 50:30+ Ja 7 '49; Same cond. Nat Underw 53:22 Ja 6 '49

Glass insurance. Rough Notes 92:27 Jl '49

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Boiler, machinery still best insurance bargain. L. M. LeMeilleur. Nat Underw 53:23 Mr 24 '49

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**INSURANCE, Products liability**

Developments in killing pests, weeds by chemicals watched by underwriters. Nat Underw 53:24 S 8 '49

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Product liability hazards; with citations of cases. R. V. Spell. Rough Notes 91:30+ N '48

**INSURANCE, Public liability.** See Insurance, Liability

**INSURANCE, Radium floater.** See Insurance, Inland marine—Policies

**INSURANCE, Registered mail**

New registered mail policy getting approval. Nat Underw 53:11 Ja 6 '49

**INSURANCE, Replacement**

Replacement cost covers likely to be limited to special risks by companies. W. C. Moore. East Underw 49:19+ D 10 '48; Same abr. Nat Underw 52:1+ D 9 '48; Excerpts. Spectator (Property ed) 14:30-1 D 9 '48

**INSURANCE, Residence and outside theft.** See Insurance, Theft

**INSURANCE, Robbery.** See Insurance, Burglary; Insurance, Theft

**INSURANCE, Safe burglary.** See Insurance, Burglary

**INSURANCE, School bus.** See Insurance, Motor bus

**INSURANCE, Self.** See Insurance—Self insurance; Insurance, Workmen's compensation—Self insurance

**INSURANCE, Sickness.** See Insurance, Health

**INSURANCE, Social**

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Insurance, Health
Insurance, State
Insurance, Unemployment
Old age pensions

### Finance

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### Luxemburg

Social security developments in Luxembourg. Int Labour R 58:680-4 N '48

### Portugal

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Calls for fight by insurers, doctors against mandate; doubts two per cent of electorate voted with SS in mind. B. A. Hedges. Nat Underw 52:13+ D 30 '48; Same. Nat Underw (Life ed) 52:4+ D 17 '48

Can't avert SS for agents. S. D. Weissman. Nat Underw (Life ed) 52:6+ D 17 '48

Cost of our welfare state. P. T. Sheldrick. map Mag of Wall St 84:370-1+ Jl 16 '49

Deplores trend toward social state. J. F. Crafts. East Underw 50:30 Mr 18 '49

Dingell will seek to kill Gearhart measure. East Underw 49:28 D 10 '48

Emerging SS benefits pattern. W. R. Williamson. Nat Underw 52:23 D 9 '48; Same. Nat Underw (Life ed) 52:4 D 10 '48

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Welfare state idea bad for insurance. C. M. Shanks. Weekly Underw 160:917+ Ap 9 '49

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**INSURANCE, Sprinkler leakage**

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Sell sprinkler leakage now. R. C. Bielaski. Rough Notes 91:19-20+ N '48

**INSURANCE, State**

For local option; editorial. Nat Underw 53:16-17 Mr 10 '49; Same. Nat Underw (Life ed) 53:12-13 Mr 11 '49

Warns of federal power trends; abstracts. E. M. Thore. East Underw 50:3+ Ap 29 '49; Weekly Underw 160:1097+ Ap 30 '49

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*See also*

Insurance, Military and naval service

Insurance, Social

Insurance, Unemployment

**INSURANCE, Strike**

California exchange to protect farmers against loss to crops in labor disputes. Nat Underw 52:10 D 16 '48

Strike insurance in California. Bsns W p 111-12 D 18 '48

**INSURANCE, Surety and fidelity**

Award bonds to cover Nebraska state employees. Nat Underw 52:23 D 23 '48

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Casualty-surety companies and agents hold joint sessions, White Sulphur Springs, Sept. 25-28. East Underw 50:25-30 S 30 '49; Nat Underw 53:17+ S 29 '49; Weekly Underw 161:816-17+ O 1 '49

Casualty-surety leaders plan for buyer's market selling in 1949. W. L. Clapp. East Underw 50:24+ Ja 28 '49

Corporate suretyship; address at Hemispheric insurance conference. A. F. Lafrentz. East Underw 49:28 N 5 '48

Fidelity and surety field during 1948. A. F. Lafrentz. Weekly Underw 160:67-8+ Ja 1 '49

Hartford A. & I. heads new list of sureties approved by Treasury; tabulation. East Underw 49:30 N 5 '48

Liabilities of trustees and fiduciaries. J. A. Hoyt, jr. Weekly Underw 160:566-8, 829-31 F 26, Mr 26 '49

Limit on bonds in favor of federal government as of April 15. Weekly Underw 160:1302 My 21 '49

Many banks increase bond cover; blanket bond coverage in insured commercial banks (1947); fidelity bond coverage (1948); tabulations. Nat Underw 53:30-1 S 1 '49

Meeting some objections made to sale of blanket dishonesty insurance. H. T. Helton. Weekly Underw 161:484-5+ Ag 27 '49

Significant suretyship trends during the last ten years. A. F. Lafrentz. Weekly Underw 160:25+ sec 2 My 28 '49

Treasury issues new list of surety powers; October 1948 and comparisons; tabulation by company. Nat Underw 52:23 N 4 '48

Treasury qualifying list, April 1949; with data for April and October 1948. Nat Underw 53:25 My 12 '49

Wants U.S. in bond field; Hoover commission recommends Treasury set up its own fidelity insurance fund. East Underw 50:36 Mr 4 '49

*See also*

Bankers' blanket bond

*also* Association of casualty and surety companies; National association of surety bond producers; Surety association of America

### Adjustment of claims

Guardian, executor bonds pay $21,854. Nat Underw 53:16 F 3 '49

Postal clerk bond held cumulative. Nat Underw 53:9 F 3 '49; Weekly Underw 160:380+ F 5 '49

## INSURANCE, Surety and fidelity—*Continued*

### Advertising

Retailer-consumer education solves difficult sales problem; Continental casualty co. E. J. Dever, jr. il Ptr Ink 226:32-3+ Ja 21 '49

### Agents

Continental Casualty stages dishonesty cover sales rally including fidelity bonds and burglary. Nat Underw 53:28 O 13 '49

How I am selling comprehensive 3-D. F. Curry. Rough Notes 91:32+ D '48

How I sell crime coverage policies. N. Goldstein. Rough Notes 92:19+ Ja '49

Mystery removed from surety bond selling at White & Camby forum. East Underw 50:31+ Ap 29 '49

Three-D sales plan. F. B. Anderson. Rough Notes 91:20+ N '48

### Bail bonds

Bail bond valid though person for whom executed not within state nor in custody anywhere. Weekly Underw 160:846 Mr 26 '49

### Contract bonds

Aetna C. & S. arranges big bonds on several projects of government. East Underw 50:26 Ja 28 '49

Best sellers' market in construction. W. D. Dean. East Underw 49:34 D 24 '48

Bonds; your protection. H. G. Sheehy. Credit & Fin Management 51:16-18 Je '49

Contract bonds as credit support. A. C. Supplee. Credit & Fin Management 51:20-1+ Ja '49

Domination issue in contract suretyship litigation. H. W. Rudolph. East Underw 50:48-9 S 16 '49

Functions of qualified contract bond producer; abstract. East Underw 50:48 Mr 25 '49

Hidden risks in contracting. C. G. Roth. Weekly Underw 160:1604-5+; 161:213-14 Je 25, Jl 23 '49

Munsey trust company case. W. B. Dew. Weekly Underw 161:490-2, 765-7 Ag 27, S 24 '49

Surety is held on bond in which notice is waived. Nat Underw 53:16 Ja 27 '49

United Nations headquarters bonds make new record. Weekly Underw 160:301 Ja 29 '49; Nat Underw 53:34 F 3 '49; East Underw 50:27 F 4 '49

U.N. world capital contract bond to be largest ever. East Underw 49:29 D 24 '48

### Fiduciary bonds

Court holds bank liable on trust; bond value seen. Nat Underw 53:5 Jl 14 '49

### Finance

Casualty-surety writings in New Jersey during 1948 totaled $147,895,473; tabulation by companies and by lines. East Underw 50:44-7+ Mr 25 '49

Country-wide underwriting results 1944-48 of companies licensed in New York state; tabulation. East Underw 50:6-7+ pt 2 Je 17 '49

1948 casualty-surety results of all companies for New York state; tabulation. East Underw 50:12+ pt 2 Je 17 '49

1948 fidelity and surety experience, stock, mutual and reinsurance companies; tabulations. Nat Underw 53:30-1 Je 23 '49

76 stock carriers did countrywide volume of $1,672,040,194 in 1948; tabulation. East Underw 50:45 My 27 '49

Underwriting and investment profits and losses of 100 casualty, surety and miscellaneous companies, in 1947; tabulation. Spectator (Property ed) 14:18-19 N 25 '48

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### Judicial bonds

What to know on judicial bonds. W. J. McFeely and others. Rough Notes 92:21-6 S '49

### Losses

Underinsured fidelity losses presented; with tabulation. Nat Underw 53:20+ Je 9 '49

### Policies

Coverages and forms; comprehensive dishonesty, disappearance and destruction policy. Spectator (Property ed) 14:23 N 11 '48

National Surety devises one-write policy system. East Underw 50:43 Jl 1 '49; Nat Underw 53:17+ Jl 21 '49

National Surety's one-write policy designed to cut overhead. East Underw 50:43 Jl 1 '49

Production possibilities of the 3D package policy. W. J. LeMunyon. Weekly Underw 160:1068-9+, 1124-5 Ap 23-30 '49

### Preventive work

National Surety sends to clients, Stop check forgers now folders. East Underw 50:32 Ap 22 '49

Outlines plan to reduce dishonesty; abstracts. W. L. Flynn. East Underw 50:48+ S 23 '49; Nat Underw 53:19 S 29 '49; Weekly Underw 161:754 S 24 '49

### Public officials bonds

Coverages and forms; surety association offers two new bonds, revises two others. Spectator (Property ed) 14:22-3 D 9 '48

New bonds available for public employes. East Underw 49:25 D 3 '48; Same. Weekly Underw 159:1327 D 4 '48; Same cond. Nat Underw 52:21 D 2 '48

Public official bonds. Rough Notes 92:86 Ap '49

### Purchasing

Check list for dishonesty insurance. Rough Notes 92:46 F '49

### Rates

How to figure the 3-D rate. H. F. Gee. Rough Notes 92:19-20+ S '49

Penetrating study of surety rate structure; Backman's report. Nat Underw 53:23+ F 3 '49; Same. Weekly Underw 160:380+ F 5 '49

Surety rate-making, by J. Backman; review. East Underw 50:27+ F 4 '49

Texas appeals court decides uniform rate is required; U.S. Guarantee loses individual filing issue. Nat Underw 53:19+ Mr 10 '49

Texas board has right to fix uniform rate. Nat Underw 53:19 Jl 14 '49; Same. Weekly Underw 161:144 Jl 16 '49

### Replevin bonds

Replevin bonds. Rough Notes 91:42 N '48

## INSURANCE, Surgical expense

Minor operations underinsured by $150 surgical cover. Nat Underw 53:19 My 12 '49; Same. Nat Underw (Life ed) 53:10 Je 10 '49

Surgical-medical insurer is launched in Kentucky. Nat Underw 53:29 Ag 4 '49; Nat Underw (Life ed) 53:7 Ag 5 '49; Weekly Underw 161:325 Ag 6 '49

## INSURANCE, Taxicab

Insurer liable for assault by cab driver. Nat Underw 53:22 Ja 20 '49

Taxicab rate setup is revised in Virginia. Nat Underw 53:29 F 24; 30 Mr 3 '49

## INSURANCE, Theft

Agency personnel training course; instructions for policywriters and office personnel; residence and outside theft policy. Rough Notes 91:29 D '48

Analyzes theft policy changes. R. A. Duffus. East Underw 49:38 N 12 '48

Counsels agents to inform the public; cites revision in residence and outside theft policy. H. D. Combs. East Underw 49:38+ N 19 '48; Same abr. Spectator (Property ed) 14:21+ N 25 '48

Coverages and forms; residence and outside theft policy. Spectator (Property ed) 14:22 N 11 '48

Coverages and forms; residence theft endorsement. Spectator (Property ed) 14:44-5 F '49

How to sell residence and outside theft. H. F. Gee and others. Rough Notes 92:21-6 Ja '49

Personal property floater policy and residence and outside theft coverage; when to recommend. Rough Notes 92:56 O '49

Residence and outside theft; analysis of policy; underwriting. Rough Notes 92:61-2 Ja '49

**INSURANCE, Theft**—*Continued*

Taking and retention of equipment under claim of right held not within coverage of theft policy. Weekly Underw 161:838 O 1 '49

*See also*

Insurance, Burglary

#### Adjustment of claims

Risks involving unattended vehicles should be written with care and precision; recent court decisions. H. S. Daynard. Weekly Underw 160:550+ F 26 '49; Same abr. East Underw 50:27 F 25 '49

**INSURANCE, Tobacco.** See Insurance, Agricultural; Insurance, Fire—Tobacco risks

**INSURANCE, Tornado**

Deductible on mandatory basis is OK'd in Rhode Island. Nat Underw 53:1 Ja 6 '49

Deductible windstorm clause in Texas. Weekly Underw 160:863 Ap 2 '49; Same cond. Nat Underw 53:9 Mr 31 '49

Mandatory wind clause not changed in Texas. East Underw 50:23 Je 24 '49; Nat Underw 53:8 Je 23 '49

New classification proposed for wind, extended coverage experience. Nat Underw 52:7 D 16 '48

Optional windstorm deductible in New York; mandatory windstorm deductible in Connecticut. East Underw 50:16 Jl 8 '49

Public accepts deductible idea. B. F. Weaver. Weekly Underw 159:1196 N 20 '48

Texas action to test windstorm deductible. East Underw 50:17 Jl 22 '49; Same. Weekly Underw 161:196 Jl 23 '49

Texas mandatory deductible on wind held illegal. Nat Underw 53:1 O 13 '49

Wind deductible plan is aired at Massachusetts hearing. Nat Underw 52:2+ D 9 '48

#### Adjustment of claims

Court holds collapse of wall due to hydrostatic pressure, not wind. East Underw 50:28 Jl 1 '49

Courts rule on construction of co-insurance in tornado policies. East Underw 50:26 S 9 '49

Insurers win round in Missouri windstorm issue. Nat Underw 53:7 F 10 '49

Louisiana court holds winds, not water, was to blame. Nat Underw 53:4 My 5 '49

Recommend adjustment procedure on deductible. Nat Underw 53:4 Mr 10 '49

Wind, not water, did it, U.S. Court of appeals holds. Nat Underw 53:7 Ag 11 '49

#### Losses

Amarillo tornado loss estimate is $1 million. Nat Underw 53:1 My 19 '49

Gulf storm loss now set at $1,225,000. Nat Underw 53:7 O 13 '49

Insurance loss in Florida blow may reach $8 million. Nat Underw 53:1+ S 1 '49; East Underw 50:1+ S 2 '49

90 mph winds in Minn., Wis. cause widespread loss. Nat Underw 53:4+ O 13 '49

Total insured loss in Florida may be $10 million. Nat Underw 53:9 S 8 '49

Weekend tornadoes wreak havoc in four midwest states. Nat Underw 53:1 My 26 '49

Wind loss at Warren, Arkansas, now set at $1½ million. il Nat Underw 53:1 Ja 13 '49

#### Rates

Changes in windstorm rates in Louisiana approved. Nat Underw 52:11 D 2 '48

Wind and extended coverage rates boosted in Kansas, Oklahoma, Nebraska. Nat Underw 53:1 F 24 '49

**INSURANCE, Transportation floater.** See Insurance, Inland marine—Policies—Transportation floater

**INSURANCE, Turkey**

Turkey liability writing experience favorable. Weekly Underw 159:1191 N 20 '48; Same. Nat Underw 52:24 N 18 '48

**INSURANCE, Unemployment**

Advisory council report on unemployment insurance; summary. Mo Labor R 68:422-4 Ap '49

Case for unemployment compensation benefits. B. E. Teets. Comm & Fin Chr 169:1634+ Ap 14 '49

Cost of idleness; draining state jobless-pay funds. Bsns W p 105-6 My 28 '49

Pitfalls of unemployment insurance. E. O. Shreve. Comm & Fin Chr 169:1635 Ap 14 '49

Social insurance for railroad employees; a review of present scope and current cost. Ry Age 127:172-3 Jl 23 '49

#### Finance

Unemployment (insurance) trust fund, 1948; balance in United States treasury. Mo Labor R 69:282-3 S '49

#### Statistics

By-product data and forecasting in unemployment insurance. N. Morrison. Am Stat Assn J 44:397-405 S '49

**INSURANCE, Use and occupancy**

Appeals of efficiency, safety, good management help to sell U. & O. J. T. Even. East Underw 50:20 Ag 19 '49

Business interruption form 1; analysis of policy, underwriting. Rough Notes 92:73-4 S '49

Business interruption insurance; address before Risk research institute. H. C. Klein. East Underw 49:25+ N 19; 27 N 26 '48

Business interruption insurance developments. B. E. Kelley. East Underw 50:24+ Ap 15 '49

Continuing expense estimates and business interruption insurance coverage. J. L. Flynn. N A C A Bul 30:1379-86 Jl '49

Dissent on effect of gross earnings U. & O. form change. Nat Underw 53:2 Mr 3 '49

Form and rule changes in Missouri as well as Illinois. Nat Underw 53:5 My 12 '49

Gross earnings for merchants. H. C. Klein and others. Rough Notes 92:19-24+ O '49

How much gross earnings? J. D. Phelan. Rough Notes 91:19+ D '48

Insurance trends revealed; prevailing practices among large gas utilities with respect to use and occupancy. J. W. Marrin. Am Gas Assn Mo 31:15-16 S '49

Service risk problem is settled in West; mercantile gross earnings business interruption form revised. Nat Underw 53:1+ F 3 '49

Settle Scott Paper 1946 loss for $3,900,000. Nat Underw 52:17 D 9 '48

Tax problems on U. & O. loss settlements, including profits. H. E. Goodell. East Underw 50:28 Je 10 '49

Three essential steps in settling use and occupancy losses. A. D. Benson. East Underw 49:24-5 N 5 '48

U.&O. sales, adjustments taken up at Chicago. H. R. Thiemeyer; R. M. Beatty. Nat Underw 53:3+ F 24 '49

We call it mark-up insurance. H. O'Loughlin. Spectator (Property ed) 14:49 Ap '49

Which business interruption form is best? J. D. Phelan. Rough Notes 92:32+ My '49

**INSURANCE, Valuable papers**

Coverages and forms; valuable papers policy. Spectator (Property ed) 14:20 N 25 '48

**INSURANCE, Weather.** See Insurance, Hail; Insurance, Tornado

**INSURANCE, Windstorm.** See Insurance, Tornado

**INSURANCE, Workmen's compensation**

Annual report as general manager of National Council. W. F. Roeber. East Underw 50:32+ Mr 11 '49; Excerpts. Nat Underw 53:19 Mr 10 '49

College course on the medical basis of accident compensation as taught at Swiss universities. F. Zollinger. Ind Med 18:149-50 Ap '49

Dividend issue features informer B. K. Elgin's $1½ million Continental can company suit. Nat Underw 53:23 Ag 11 '49

Occupational responsibility line disappearing. J. P. Craugh. Nat Underw 53:19+ Ap 21 '49; Same abr. Nat Underw (Life ed) 53:1 Ap 22 '49

Recommendations concerning workmen's compensation, health and safety adopted by 15th National conference on labor legislation. Weekly Underw 160:86 Ja 1 '49

Urges four-way remedy for small compensation risks. C. P. Cunningham. Nat Underw 53:21+ Ap 7 '49

Workmen's comp; a sales lead. S. W. Mears. Rough Notes 92:20+ My '49

**INSURANCE, Workmen's compensation**—*Cont.*

Workmen's compensation developments during the past decade. W. F. Roeber. Weekly Underw 160:41+ sec 2 My 28 '49

Workmen's compensation trends challenge insurance industry. E. A. Larner. Weekly Underw 160:31+ sec 2 My 28 '49

*See also*

Employers' liability

Insurance, Employers' liability

Workmen's compensation

*also* National council on compensation insurance

### Accounting

Commissioners in final session approve compensation committee's report. East Underw 49:32 D 24 '48

Commissioners may extend grading by size of risk to other lines. Nat Underw 52:17+ D 16 '48

NAIC compensation committee sanctions Roeber report; finds revised rate level adjustment factor an improvement; accepts report on expense gradation. East Underw 49:85 D 17 '48

N.A.I.C. subcommittee approves method of gathering expense by size of risk. Nat Underw 53:19 Je 16 '49

### Adjustment of claims

Award denied laborer for injuries sustained while performing work wholly outside scope of employment. Weekly Underw 161:398 Ag 13 '49

Child living with divorced mother not entitled to compensation unless actually supported by father; Louisiana case. Weekly Underw 160:1565 Je 18 '49

Compensation award warranted only when causal connection between employment and injury shown. Weekly Underw 160:290 Ja 22 '49

Discontinuance of compensation for refusal to submit to operation unwarranted where any risk to life involved. Weekly Underw 160:1619 Je 25 '49

Electrician injured on employer's premises entitled to award though performing private job for corporation official. Weekly Underw 160:1379 My 28 '49

Fellow employee causing injury held third party against whom tort action may be maintained. Weekly Underw 160:462 F 12 '49

Filing of physician's report showing no disability from accident cannot be treated as claim for compensation. Weekly Underw 159:1350 D 4 '48

Injury sustained in attempting to avoid horseplay initiated by former employee held compensable. Weekly Underw 161:509, 630 Ag 27, S 10 '49

Right of insurance company in suit against government; may assignee under a state workmen's compensation law avail itself of the Federal tort claims act? J. L. Roesch. Spectator (Property ed) 14:22-3+ N 25 '48

Subrogated compensation insurer owes no duty to injured employee to sue negligent third party. Weekly Underw 159:1410 D 11 '48

### Agents

#### *Commissions*

May extend grading by size of risk to other lines; commissioners question fairness to agents of present gradation. Nat Underw 52:17+ D 16 '48

### Finance

Workmen's compensation experience for companies licensed in New York; stock, mutual and reinsurance companies and New York state fund; data by companies for 1948 and totals for 1944-48. Nat Underw 53:26+ Je 16 '49

### Fraudulent claims

Compensation-itis, the phony injury racket. A. Reese. World Oil 128:61-2+ N '48

### Industrial diseases

Death from heart disease held not compensable in absence of accidental injury. Weekly Underw 159:1470 D 18 '48

Tuberculosis contracted from fellow employee held not occupational disease compensable under New York compensation law. Weekly Underw 160:178 Ja 8 '49

### Purchasing

Red Cross insurance action being opposed. Weekly Underw 161:193 Jl 23 '49; Nat Underw 53:15+ Jl 21 '49

### Rates

Base rates on compensation insurance for construction, Feb. 1, 1949. Eng N 142:183 Mr 17 '49

Compensation act is no bar to elderly; rates do not reflect age of worker. H. D. Sayer. East Underw 49:81+ D 17 '48

Dineen approves plan for interstate rating. East Underw 50:29 O 14 '49

Interstate rating for comp wins New York approval. Nat Underw 53:34 O 6 '49

Look askance at disapprovals; workmen's compensation insurers may joust commissioners if turndowns continue. Nat Underw 53:22 S 8 '49

Lower premiums in New York. Bsns W p82+ Ja 8 '49

Missouri company rates reduced 14.3 per cent. Nat Underw 53:28 Ja 6 '49

New York compensation rates will drop 4.7 per cent. East Underw 50:39+ O 7 '49

New York insurance department approves higher stevedoring rates. East Underw 50:30 Ja 7 '49

Report to Compensation board; abstracts. H. D. Sayer. East Underw 50:37 F 4 '49; Nat Underw 53:26 F 3 '49

Sayer comments on revised stevedoring rates. East Underw 50:37 F 25 '49

Texas compensation rate change to be effective Feb. 1. Nat Underw 52:24 D 2 '48

Wage level factor brings further Wisconsin rate reduction. Nat Underw 53:18 Ja 13 '49

#### *Retrospective plan*

Plan D and premium discounts. Spectator (Property ed) 14:24-6+ Ja '49

Plan D approved by Dineen. East Underw 49:29 D 24; 21+ D 31 '48

Plan D great forward step. W. Leslie. East Underw 50:35 Je 3 '49

Plan D program. J. M. Cahill. East Underw 50:31+ Ja 14 '49

Retrospective rating plan D held to have definite advantages. H. D. Sayer. Weekly Underw 160:686 Mr 12 '49

### Rating bureaus

New Jersey compensation bureau annual meeting, Newark. East Underw 50:36 Je 10 '49

### Self insurance

Safety controls accident and insurance costs at Talbot mills, Billerica, Mass. C. Burch. il Textile World 99:147+ O '49

### California

California carrier interprets disability act decision; sees conflicts between UCD and compensation awards. East Underw 50:38 Ja 14 '49; Same. Nat Underw 53:17 Ja 13 '49; Same. Nat Underw (Life ed) 53:1 Ja 14 '49

### Massachusetts

Massachusetts senator urges brokers fight state fund idea. C. H. Lee. Nat Underw 53:27 F 3 '49

State fund expensive. R. Kenney. Weekly Underw 160:765 Mr 19 '49

### New Jersey

New Jersey compensation bureau annual meeting, Newark. East Underw 50:36 Je 10 '49

### New York (state)

Merry war between New York state fund and agents. D. Holbrook. East Underw 50:40 Mr 25 '49

Program in New York for comp and liability. Nat Underw 52:13+ D 30 '48

**INSURANCE, Yacht.** See Insurance, Motor boat

**INSURANCE accountants association**

Annual conference, 9th, Philadelphia. Nat Underw 52:3+ O 28 '48; Spectator (Property ed) 14:34 N 11 '48

**INSURANCE accounting and statistical association**

Annual meeting, 27th, Chicago, May 19-21. East Underw 50:37-40 My 27 '49; Nat Underw 53:2, 19+ My 26 '49; Nat Underw (Life ed) 53:8 My 20; 4+ My 27 '49; Weekly Underw 160:1271 My 21 '49

**INSURANCE actuaries**

Actuaries' value held increasing. W. C. Jainsen. Weekly Underw 160:1337+ My 28 '49

Actuary's importance to business. W. C. Jainsen. East Underw 50:34 Je 3 '49

French actuaries hold semi-centennial. East Underw 50:7 Jl 15 '49

Independent U.S. actuary asked by U.S. Chamber of commerce. Nat Underw (Life ed) 52:13 D 10 '48

London exhibit visualized history of actuarial sciences. E. M. McConney. East Underw 49: 16 D 17 '48

*See also*

Casualty actuarial society

Society of actuaries

**INSURANCE adjusters**

Adjuster big factor building good will. Weekly Underw 161:185+ Jl 23 '49

Adjusting adapted itself to changing needs in past decade. P. B. Reed. Weekly Underw 160:21+ sec 2 My 28 '49

Asks adjusters to keep right on beam. G. Davis. Weekly Underw 161:76+ Jl 9 '49

Florida association of independent insurance adjusters annual meeting, Miami. Nat Underw 53:2 Jl 28 '49

Formal education speeds up adjuster training. Nat Underw 53:2+ O 13 '49

Important role of adjusters in subrogation work. D. W. Rodda. Nat Underw 53:2 Je 23 '49

Mutual loss managers' conference, Chicago. Nat Underw 52:1 N 4 '48

Problems in adjustment field. G. W. Lilly. Nat Underw 53:4 Je 30 '49

Sings praise of adjusters in disaster work. R. R. Brown. Nat Underw 53:13 Mr 24 '49

Tips on how to settle claims without a suit. F. B. Hanson. Nat Underw 53:21 Mr 10 '49

*See also*

Insurance—Adjustment of claims

National association of independent insurance adjusters

### Training

General adjustment bureau's school provides improved training for adjusters. Nat Underw (Auto & aviation no) 53:24 My 13 '49

**INSURANCE advertising conference**

Spring meeting, New York, March 14. East Underw 50:38+ Mr 18 '49; Nat Underw 53:4 Mr 17 '49; Weekly Underw 160:734 Mr 19 '49

**INSURANCE agents**

Case for the insurance man. J. F. Mason. Rough Notes 92:32 O '49

Evangelistic approach pays off overseas insurers. Nat Underw 53:1+ Jl 21 '49

Healthy competition result of return of buyers' market; abstracts. J. W. Randall. East Underw 50:43+ S 16 '49; Nat Underw 53:21 S 15 '49

How an agent may perpetuate his agency. L. R. Ringer. East Underw 50:27+ Je 24 '49; Same cond. Nat Underw 53:4+ Jl 7 '49

How to start a new man; Dean C. Picton of Toledo hangs up some nice production records. J. R. Gregory. Rough Notes 92:17-18+ Ap '49

How use of A.&H. approach has helped DeWitt A. Stern to build big volume in N.Y. East Underw 50:40+ pt 2 Je 17 '49

Insurance man? you're lucky; government figures show insurance companies and agencies stable businesses. Spectator (Property ed) 14:10-11 Je '49; Same. Spectator (Life ed) 157:40-1 O '49

Prepare for day of customer ascendancy. J. D. Hall. Nat Underw 53:9 Ja 27 '49

Prestige makes selling simple. L. J. Ackerman. Life Ins Courant 54:49+ Mr '49

Suggests agents take stock of situation; urges work and study. H. P. Stellwagen. Weekly Underw 160:820+ Mr 26 '49

U.S. Bureau of labor statistics bulletin gives slant on insurance sales field. Nat Underw 53:10 Mr 31 '49; Same. Nat Underw (Life ed) 53:24 Ap 1 '49

Unity in insurance industry needed to serve public. J. C. Stott. Weekly Underw 160: 80+ sec 2 My 28 '49

Year holds great production promise. J. C. Stott. Weekly Underw 160:12+ Ja 1 '49

*See also*

Insurance brokers

*also* National association of insurance agents; National association of mutual insurance agents

*also* subdivision Agents under various forms of insurance, e.g. Insurance, Industrial—Agents; Insurance, Life—Agents

### Accounting

Account analysis; key to profit. K. L. Nehring. Rough Notes 91:20-1+ D '48

Commingling regulation; New York dept. distributing pamphlet to brokers and agents. East Underw 50:22 Mr 11 '49

Invoicing is the key to good insurance agency accounting. J. A. Kendall. J Account 86: 482-4 D '48

Is income tax easy? B. L. Gough. Rough Notes 92:32+ Ja; 34+ F '49

### Advertising

Agency management; planning next year's advertising. E. R. Hurd, jr. Rough Notes 91:24-5 D '48

How agents can make intelligent use of direct mail in a buyer's market. E. E. Sterns. East Underw 50:8+ pt 2 Je 17 '49

I make advertising pay dividends. R. B. Jameson. Life Ins Courant 54:14-17 Ap '49

Portfolio sells agents on sharing company investment in direct mail; Central manufacturers' mutual insurance co., Van Wert, Ohio. C. J. Swan. il Ptr Ink 228:32-3 S 16 '49

Prestige factors in salesmanship. R. B. Jameson. Life Ins Courant 54:12-13+ S '49

Sales and advertising essentials; abstracts. A. W. Spaulding. East Underw 50:31+ S 30 '49; Nat Underw 53:18+ S 29 '49; Weekly Underw 161:876 O 8 '49

Salesense in advertising. J. D. Woolf. Life Ins Courant 53:41-2 D '48

### Agency management

Agency management. K. L. Nehring and others. Rough Notes 91:20-6+ D '48

Agency personnel training course; instructions for policywriters and office personnel. Rough Notes 91:29 Ag; 29 O; 29 N; 29 D '48; 92:29 Ja; 29 F; 29 Ap '49

Building business by telephone. S. W. Schellenger. Rough Notes 92:26-7+ Jl '49

Building commercial lines. M. F. McCaffrey. Rough Notes 92:30+ O '49

Checklist for buying an agency. Rough Notes 91:54 D '48

Continuous survey system for personal risks. J. Weller. Rough Notes 92:17-18+ Ag '49

Gives New York agents selling, management tips. J. H. Eglof. Nat Underw 52:7 D 2 '48

How to keep your files straight. O. Beling. Rough Notes 92:28+ Je '49

Keeping books on real estate. R. J. Layton. Rough Notes 92:28 Ag '49

Life insurance agency management association reports on financing, survival, and aptitude index. Weekly Underw 160:706 Mr 12 '49

Profit sharing plans and perpetuation of one-man agency. L. J. Ackerman. East Underw 50:25 My 6 '49

Punch card system for my agency? J. Raywid. Spectator (Property ed) 14:16 Je '49

Punched card service equally applicable to small agency. M. R. Notaro. Nat Underw 53:6 Je 16 '49

Simplifying agency operations. C. C. Winke. Rough Notes 92:28+ F '49

Spectator survey; agents need and use office machines. J. L. Schatz. Spectator (Property ed) 14:18+ Mr '49

Successful one man agency; S. C. Barnes of Elizabethtown, Ky. J. R. Gregory. il Rough Notes 92:17+ Je '49

**INSURANCE agents**—Agency management—*Continued*

Successful one-man agency writing for the coal mine business; Robert D. Watts, Beckley, W.Va. J. R. Gregory. Rough Notes 92:15-16+ O '49

Western underwriters association gets out primers on basic procedures. Nat Underw 53:9 Ap 21 '49

*Costs*

Agency cost studies revealed at LIAMA rally. Nat Underw (Life ed) 53:1+ Mr 25 '49

Controlling major item of agency's expense; rent. E. F. O'Toole. Nat Underw (Life ed) 53:10+ Ap 15 '49

Expense analysis is completed by NAIA. J. C. Stott. East Underw 49:22 N 26 '48; Same. Weekly Underw 159:1261+ N 27 '48; Excerpts. Nat Underw 52:1 N 25 '48

How to learn whether expenses are under control. J. A. Neumann. East Underw 50:20 Mr 25 '49

New Jersey agency study provides interesting cost figures. J. J. Smick. Nat Underw 53:15 Ap 28 '49

Punch card method offers agencies real cost control. Nat Underw 53:6+ Je 2 '49

Reviews figures on agency profits, costs. J. R. Gregory. Nat Underw 52:6 D 2 '48

### Agency managers

Managing general agent's place in the insurance world of today. S. H. Richardson. East Underw 49:66 D 17 '48

### Agency system

Agency service does meet competition of direct writer. F. L. Greeno. East Underw 50:28-9 Je 24 '49

Insurance agency functions. C. P. Brannigan. Rough Notes 91:34 D '48

### Agents' wives

So! you want to marry an insurance agent? S. N. Craig. Life Ins Courant 54:12-14 O '49

### Approach

How to improve your selling methods. F. W. Potter. Rough Notes 92:32+ S '49

Sales interview ideas. G. W. Owens. East Underw 50:30 Ja 21 '49

Workmen's comp; a sales lead. S. W. Mears. Rough Notes 92:20+ My '49

### Collecting of premiums

*See* Insurance—Premiums, Payment of

### Commissions

Acquisition Conferences consider court action; Schofield makes statement. East Underw 50:40 Mr 18 '49

Acquisition conferences; safe course between unbridled competition and governmental control of commissions. J. M. McFall. East Underw 50:37+ My 6 '49

Acquisition cost conferences to end. East Underw 50:37+ My 27 '49

Agents may discuss expense problems with companies. W. H. Bennett. East Underw 50:1+ Je 10 '49; Abstracts. Nat Underw 53:7 Je 9 '49; Weekly Underw 160:1449+ Je 11 '49

Asks NAIA stand on commissions; Columbus address. E. W. Sawyer. Weekly Underw 160:797+ Mr 26 '49; Excerpts. East Underw 50:39-40 Mr 25 '49; Abstract. Nat Underw 53:1+ Mr 24 '49

Commission differentials, based on agency services, backed. W. Sheldon. East Underw 50:22 Ap 8 '49

Commissions in connection with rating legislation. C. J. F. Harrington. Weekly Underw 159:1252 N 27 '48

Commissions; oldest problem in insurance; abstracts. C. P. Butler. East Underw 50:23+ S 23 '49; Nat Underw 53:26 S 22 '49; Weekly Underw 161:736+ S 24 '49

Control of commission; Baltimore address. J. C. Stott. Weekly Underw 160:729+ Mr 19 '49; Same abr. East Underw 50:24+ Mr 18 '49

Cost units take firm stand on New York commission law. E. J. Schofield. Nat Underw 53:28 Mr 17 '49

Downward trend in commissions ought to be stopped. J. A. Neumann. East Underw 50:26+ My 6 '49

Face acquisition cost control issues in New York. Nat Underw 53:27+ Mr 3 '49

Favors caution in control of commissions; Buffalo address. R. E. Dineen. Nat Underw 53:19+ Mr 31 '49; Same cond. East Underw 50:28+ Ap 1 '49; Same cond. Weekly Underw 160:857+ Ap 2 '49

Find insurance parallel in real estate decision; commission fixing held to be beyond reach of Sherman act. Nat Underw 53:1 Jl 14 '49

Fire-casualty companies oppose commission bills in Albany. East Underw 50:1+ Mr 4 '49

Fixing of commissions held trade restraint; ruling by Attorney General Goldstein. Weekly Underw 160:555 F 26 '49

Goldstein opinion in New York creates stir. East Underw 50:36-7 Mr 4 '49

Hearing on New York commission bill; company agreements on agent pay would be agreeable to producers. Nat Underw 53:3 F 24 '49

Idaho countersigning case again won by Travelers. Nat Underw 53:17 Ag 18 '49

N.A.I.A. moves to fashion commission fair dealing stand. L. Cartwright. Nat Underw 53:1+ Ap 14 '49

New acquisition cost control for old? editorial. Nat Underw 53:16 Je 2 '49

New ruling in Mississippi barring contingent commissions. East Underw 50:34 Mr 11 '49

State regulation; the commission problem. J. M. McFall. Weekly Underw 160:1097+ Ap 30 '49

Supports graded scale of commissions. A. L. Schwab. East Underw 50:27+ My 6 '49

Views peril to freedom to contract; declares acquisition cost conferences are illegal; warns against commission regulation. C. F. J. Harrington. East Underw 50:30+ My 13 '49

*See also*

Insurance, Accident—Agents—Commissions

Insurance, Fire—Agents—Commissions

Insurance, Life—Agents—Commissions

Insurance, Workmen's compensation—Agents—Commissions

### Company relations

Agents may discuss expense problems with companies. W. H. Bennett. East Underw 50:1+ Je 10 '49; Abstracts. Nat Underw 53:7 Je 9 '49; Weekly Underw 160:1449+ Je 11 '49

Bargaining role for NALU opposed by agents' leaders. Nat Underw (Life ed) 53:1+ F 11 '49

Introspective rating of fieldmen. Spectator (Property ed) 14:12-14 Ja '49

New agency contract approved in Ontario. East Underw 50:22 S 9 '49

No room for cool world between company, agent. C. P. Butler. Nat Underw 53:4 Ap 14 '49

Overconfident, behind times, agent says of fire and casualty companies; no great care taken to select and educate agents. W. H. Roddy. Nat Underw 52:9 D 2 '48

### Conventions

Alabama association of insurance agents convention, Birmingham. Nat Underw 53:4+ O 13 '49

Arkansas association of insurance agents annual convention, 49th, Hot Springs. Nat Underw 53:4+ My 19 '49

Connecticut association of insurance agents annual meeting, 50th, Bridgeport. Nat Underw 52:1+ N 11 '48

Connecticut association of insurance agents midyear meeting, New Britain. Nat Underw 53:23+ Je 9 '49

Far West agents conference annual meeting, San Francisco. Nat Underw 53:1+ Ap 7; 23+ Ap 14 '49

Florida association of insurance agents annual meeting, Jacksonville. Nat Underw 53:6+ Je 9 '49

Georgia association of insurance agents meeting, Savannah. Nat Underw 53:11 Jl 7 '49

Indiana association of insurance agents annual meeting, 50th, Indianapolis. Nat Underw 52:14+ N 25 '48

Iowa association of insurance agents annual convention, Des Moines. Nat Underw 53:6+ S 15 '49

**INSURANCE agents**—Conventions—*Cont.*

Kentucky association of insurance agents annual convention, Louisville. Nat Underw 52:4 N 18 '48; Spectator (Property ed) 14:30 N 25 '48
Louisiana association of insurance agents annual meeting, 29th, Edgewater, Miss. May 3. Nat Underw 53:10 My 5 '49
Maryland association of insurance agents annual convention, Baltimore. Nat Underw 52:1+ N 25 '48
Massachusetts association of insurance agents annual convention, Boston. Nat Underw 52:2 N 4 '48
Massachusetts association of insurance agents annual convention, 50th, Boston. Nat Underw 53:1+ O 6 '49
Michigan association of insurance agents annual convention, Grand Rapids. Nat Underw 53:15-16 S 29; 2+ O 6 '49
Minnesota association of insurance agents annual meeting, Duluth. Nat Underw 53:6+ O 6 '49
Mississippi association of insurance agents annual convention, Edgewater Park. East Underw 50:34 Je 10 '49; Nat Underw 53:2+ My 26 '49; Weekly Underw 160:1456+ Je 11 '49
Missouri association of insurance agents annual meeting, 50th, St Louis. Nat Underw 53:2+ S 15 '49
Montana association of insurance agents annual meeting. Nat Underw 53:9 S 22 '49
Nebraska association of insurance agents annual convention, Lincoln. Nat Underw 52:25, 30 N 11 '48
Nevada association of insurance agents annual meeting, Reno. Nat Underw 53:8 S 1 '49
New England associations of insurance agents advisory board annual meeting, Bretton Woods, N.H. Nat Underw 53:21+ Je 23 '49
New Jersey association of insurance agents mid-year meeting, Newark, April 21. East Underw 50:19-21, 33 Ap 29 '49
New York state association of insurance agents annual convention, 67th, Syracuse, May 2-3. East Underw 50:1+, 24-8 My 6; 22 My 13 '49; Nat Underw 53:3+ My 5 '49; Weekly Underw 160:1156-7 My 7 '49
North Carolina association of insurance agents annual meeting, Pinehurst. Nat Underw 53:1+ My 12 '49; Weekly Underw 160:1184 My 7 '49
Oregon association of insurance agents annual convention, 21st, Portland. Nat Underw 53:2 S 8 '49; Weekly Underw 161:674 S 17 '49
Pennsylvania association of insurance agents annual meeting, Bedford Springs. Nat Underw 53:1+ S 15 '49
Texas association of insurance agents annual convention, Houston. Nat Underw 53:1+ My 26 '49
Utah association of insurance agents 30th annual meeting, Salt Lake City. Nat Underw 53:1 S 29 '49
Virginia association of insurance agents, annual meeting, Roanoke. East Underw 50:26 Je 24 '49; Nat Underw 53:21+ Je 23 '49
West Virginia association of insurance agents annual meeting, White Sulphur Springs. Nat Underw 53:2+, 19+ Ag 11 '49
Wisconsin association of insurance agents annual convention, 49th, Milwaukee. Nat Underw 52:18-19 N 25 '48

*See also*
Insurance, Life—Agents—Conventions

### Law

Arkansas qualification bill signed. Nat Underw 53:4 F 10 '49
Clarify Alaska rules on licensing, countersignature. Nat Underw 53:7 Ag 25 '49
Commissioners seek uniformity in non-resident licensing laws. Nat Underw 52:3 D 16 '48
Idaho countersigning case again won by Travelers. Nat Underw 53:17 Ag 18 '49
Law of agency. C. F. Merrell. Rough Notes 92:18+ Jl '49
Legal aspects of agents' powers and duties to companies, assureds. M. L. Landis. East Underw 50:26 Ap 8 '49
Legislation affecting local agents reviewed at NAIA convention, Chicago. Weekly Underw 161:718 S 24 '49
License law changes sought in 24 states; NAIA survey is completed. East Underw 50:26 Ja 7 '49
New license law adopted in seven states. Nat Underw (Life ed) Daily ed 53:23 S 15 '49
New license rules in Louisiana. East Underw 50:24 F 11 '49
Non-resident licensing bill unveiled at Seattle. Nat Underw 53:8 Jl 7 '49
Opposes laws to protect economic security of producers; abstracts. R. E. Dineen. East Underw 50:18 Ap 22 '49; Nat Underw 53:2 Ap 21 '49
Perpetual license plan is gaining much headway. Nat Underw 53:1 F 10 '49
Practical counsel on obtaining licensing law. R. J. Thain. Nat Underw (Life ed) Daily ed 53:6+ S 15 '49
Qualification bill offered in Wisconsin. Nat Underw (Life ed) 53:7 Ap 15 '49
Realities faced under law of agency. M. L. Landis. Nat Underw 53:1+ Mr 24 '49
Social security bill holds threat to agency system. M. G. Herndon. East Underw 50:32+ O 7 '49
Texas licensing laws breed monopoly. East Underw 50:5 Ag 26 '49
Thurman has adverse view of perpetual licensing plan. Nat Underw 53:2 F 24 '49

*See also*
Insurance, Life—Agents—Legal status

### Letters to prospects

How agents can make intelligent use of direct mail in a buyer's market. E. E. Sterns. East Underw 50:8+ pt 2 Je 17 '49
Which direct mail works best? E. N. Mayer, jr. Rough Notes 92:17-18+ F '49

### Multiple line selling

Casualty agents often have mistaken viewpoint regarding accident-health coverage. R. C. Larson. Weekly Underw 160:772-3 Mr 19 '49
Life agents' income level too low; A. & H. added to raise it. A. B. Olson and others. Nat Underw (Life ed) 52:3+ N 19 '48; Same abr. Nat Underw 52:17 N 18 '48
Selling problems; warns competition now requires producers to know all lines of coverage, including life. J. H. Eglof. East Underw 50:25 My 6 '49

### Offices

Controlling major item of agency's expense; rent. E. F. O'Toole. Nat Underw (Life ed) 53:10+ Ap 15 '49

### Policy execution

Countersignature abuses blasted by casualty agents at Colorado meeting. Nat Underw 53:21 My 12 '49

### Public relations

How to build your public relations. H. S. Bowen. Rough Notes 92:17-18+ S '49
"Mystery" in insurance bar to good relations with insuring public. Weekly Underw 160:1149+ My 7 '49
Public relations work most important in buyer's market. Nat Underw 53:2 S 15 '49

### Records

Agency management; what records are required? R. J. Layton. Rough Notes 91:22-3 D '48

### Rural agents

Farm opportunities. G. M. Craig. Rough Notes 91:30 D '48
Life underwriting in rural areas. C. C. Anama. Life Ins Courant 53:7-9 N '48

### Sales conventions

Chicago insurance day again proves producers' program. Nat Underw 53:2+ My 12 '49; East Underw 50:39+ My 6 '49; Weekly Underw 160:1224 My 14 '49
Question and answer session proves popular feature of Indiana agents meeting at Indianapolis. Nat Underw 52:10+ D 2 '48

**INSURANCE agents**—Sales conventions—*Cont.*

Sales forum highlights Insurance club of Pittsburgh 23d annual meeting, Oct. 25. Spectator (Property ed) 14:14-15+ N 11 '48

### Service

Advantages of survey selling; abstracts. R. C. Larson. Nat Underw 53:15+ Ja 27 '49; East Underw 50:26 Ja 28 '49

Community service help to insurance producers. E. E. Sterns. Weekly Underw 161:607 S 10 '49

Complete facts must be in survey to render it valuable. H. D. Barnes. East Underw 50:24 Ap 22 '49

Continuous survey system for personal risks. J. Weller. Rough Notes 92:17-18+ Ag '49

Importance of research; address before New England associations of insurance agents. R. B. Gallagher. Weekly Underw 160:1596+ Je 25 '49

Insurance surveys, Chinese system; show your prospect a picture. I. H. Ramaker. Rough Notes 92:32+ Mr '49

Reasons producer should make his own surveys. W. D. Chappell. Nat Underw 53:21 F 10 '49

Six steps to logical survey presentations. A. Jenkinson, 3d. Rough Notes 92:42+ Ap '49

### Show windows

Attractive window displays prove to be excellent silent salesmen. J. B. Kidder. East Underw 50:22 F 18 '49

### Training

Aetna course grads hear business hints. Weekly Underw 161:204+ Jl 23 '49

Company educators hold conference at New York. Nat Underw 53:9+ Je 23 '49

Graphic technique used in school for Lumbermens Mutual Casualty and American Motorists agents. Nat Underw 53:10 Ap 21 '49

New records in educational work. East Underw 50:33 S 23 '49

Retailer-consumer education solves difficult sales problem; Continental casualty co. E. J. Dever, jr. il Ptr Ink 226:32-3+ Ja 21 '49

Tests taken in California show instruction beneficial to applicants for license. W. K. Downey. Weekly Underw 161:290 Ag 6 '49

*See also*

Insurance—Study and teaching

Insurance, Life—Agents—Training

### Unions

Agents must form company associations, bargain through them. S. D. Weissman. Nat Underw (Life ed) 53:2+ Ja 28 '49

CIO loses bargaining right for some agents. East Underw 50:8 Ag 5 '49

Conservatives gain in industrial agents' union fight. Nat Underw (Life ed) 53:3+ S 9 '49

Metropolitan will demand NLRB elections of unions. Nat Underw (Life ed) 52:3 N 5 '48

NLRB oks UOPWA non-red oath in Metropolitan case. Nat Underw (Life ed) 53:8 O 14 '49

National labor relations board orders Prudential to hold election in 31-state group. Nat Underw (Life ed) 53:3 Ja 7 '49

Prudential agents told UOPWA stalls. East Underw 50:6 Ap 15 '49; Same. Nat Underw (Life ed) 53:3+ Ap 15 '49

Prudential files answer in union's $1 million suit. Nat Underw (Life ed) 53:1 Ja 14 '49

Union-life company relations; recent developments. Nat Underw (Life ed) 52:5+ N 12 '48

Unions square away in battle for insurance salesmen. Sales Management 62:74 My 20 '49

### Canada

Reports license pressure drives insurers from Saskatchewan. J. L. Wallace. Nat Underw 52:2 N 4 '48

**INSURANCE as a profession**

Should insurance be a profession? editorial. Nat Underw (Life ed) 53:10 Ja 28 '49; Same. Nat Underw 53:12 F 17 '49

**INSURANCE associations**

*See also*

Factory insurance association

Federation of insurance counsel

Institute of life insurance

Multiple location service office

National association of insurance agents

National association of insurance commissioners

National negro insurance association

**INSURANCE brokers**

Brokerage business. S. F. Smith. East Underw 50:18 My 20 '49

Brokers launch new national life group for life department heads. East Underw 49:6 D 24 '48; Same cond. Nat Underw 52:20 D 23 '48; Same cond. Nat Underw (Life ed) 52:2 D 24 '48

Brooklyn insurance brokers association meeting, April 12. East Underw 50:38 Ap 15 '49

Dependence on insurance brokers. J Account 86:161 Ag '48; Discussion. H. C. Buckheim. 86:422 N '48

Eubank & Henderson outline brokerage agency operations. Nat Underw (Life ed) 53:5+ Ag 26 '49

Golden anniversary of insurance service observed by Rollins Burdick Hunter co. Weekly Underw 159:1304 D 4 '48; Nat Underw 52:4 D 2 '48

How to compete with direct writer. J. Adam, jr. Nat Underw 53:1 Ja 27 '49

Insurance brokers taking look ahead. G. S. Middleton. Weekly Underw 160:14+ Ja 1 '49

Life managers of brokerage houses hear Shanks and Beers talk in New York. East Underw 50:14 Ap 8 '49

Marsh & McLennan offices in Chicago considered outstanding in modern design. il Weekly Underw 159:1384 D 11 '48

Massachusetts association of insurance brokers annual meeting, Boston. Nat Underw 53:4+ O 13 '49

Producers must find common front to survive; abstracts. E. W. Sawyer. Nat Underw 53:21 Je 2 '49; Weekly Underw 160:1413 Je 4 '49

Samuel Oberman elected president of General brokers' association of Metropolitan district, inc. New York; other officers. East Underw 49:16 D 31 '48

U.S. Bureau of labor statistics bulletin gives slant on insurance sales field. Nat Underw 53:10 Mr 31 '49; Same. Nat Underw (Life ed) 53:24 Ap 1 '49

What the insurance broker expects from the buyer; abstract. T. W. Bailey. Management R 38:285-6 My '49

**INSURANCE brokers association of New York**

Observes fifty years. Weekly Underw 159:1366 D 11 '48

**INSURANCE commissioners**

Chilcote sues Jackson of Missouri for $100,000. Nat Underw 53:4 S 29 '49; Weekly Underw 161:794 O 1 '49

Graves returns to office as Arkansas commissioner. Nat Underw 53:1 Ja 13 '49; Nat Underw (Life ed) 53:2 Ja 14 '49; Weekly Underw 160:190 Ja 15 '49

Harry B. Hershey is Illinois' new insurance director. Nat Underw 53:1 Ja 20 '49; Nat Underw (Life ed) 53:3 Ja 21 '49

High tribute paid to Forbes as new N.A.I.C. president. Nat Underw 53:15+ S 29 '49

John R. Lange new Wisconsin commissioner. Nat Underw 52:1 D 2 '48; Nat Underw (Life ed) 52:2 D 3 '48; Weekly Underw 159:1302 D 4 '48

M. O. Allen appointed Tennessee supervisor. Weekly Underw 159:1482 D 25 '48

Oregon commissioner, Robert B. Taylor. Weekly Underw 161:6, 126 Jl 2, 16 '49

Several state commissioners will be replaced. Nat Underw 52:1 N 11 '48; Same. Nat Underw (Life ed) 52:1 N 12 '48

Southall now Kentucky insurance director; R. A. Crichton new West Virginia commissioner. Nat Underw (Life ed) 53:1 My 6 '49

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*See also*

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| | |
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| Hematite | Limonite |
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Legal responsibility
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Car lighting
Daylight
Electric lamps
Electric lighting
Glare
House lighting
International commission on illumination
Light projection
Lighting fixtures
Mine lighting
Office lighting
Reflectors
Searchlights
Street lighting
Windows

*also* subdivision Lighting under special subjects, e.g.

Airports
Art galleries and museums
Art objects
Bank buildings
Bedrooms
Bridges
Capitols
Department stores
Electric substations
Factories
Gymnasiums
Machine shops
Motor bus lines—Garages
Motor bus lines—Terminals
Motor buses
Moving picture photography
Moving picture theaters
Paintings
Railroads—Yards
Roads
School buildings
Ships
Show windows
Store buildings
Subway stations
Textile mills

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How to sell industrial lighting. il Elec World 132:67-70 Jl 30 '49

Ideas in lighting; illustrations with text. Elec West 103:78-81 S '49

Industrial lighting fittings; some details of manufacture and characteristics. il diags Electrician 142:31-4 Ja 7 '49

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Machine shops—Lighting
Mine lighting
Store buildings—Lighting
Textile mills—Lighting

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Street lighting fixtures

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Automobiles—Lightning effect
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Lightning protection

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*See also*

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**LINEN**

*See also*

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Liquid fuel
Solution (chemistry)
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Automobile engines—Manufacture
Bearings, Ball—Manufacture
Broaching
Centering (machine work)
Chucks
Cylinders (engines, etc.)—Manufacture
Dies
Diesel engines—Manufacture
Drafting room practice
Drilling and boring (metal working, etc.)
Forging
Gages
Gear cutting
Grinding
Hard facing
Honing
Indexing (machine work)
Inspection
Lathes
Machine shop management
Machine tools
Machinery
Metal cutting
Metal finishing
Milling
Railroads—Shops
Riveting
Rolling (metal work)
Rolling mills
Sheet metal work
Tapping
Tolerance
Welding

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Airlines—Shops
Airplane factories
Automobile factories
Locomotive shops
Machine shop management
Machine shop practice
Machine tools
Motor bus lines—Shops
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Chucking machines
Cutting tools
Drilling and boring machinery
Feed mechanism
Gear cutting machines
Grinding machines
Hobs
Honing machines
Lathes
Machine shop practice
Machine tool industry
Metal cutting
Milling cutters
Milling machines
Pneumatic tools
Polishing machines
Punches
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Reamers
Saws, Metal working
Screw machines
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Jigs

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*See* Machine tool industry—Rental plan

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*See also*

Presses—Standards

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*See also*

Broaching
Centering (machine work)
Drilling and boring (metal working, etc.)
Ejecting devices (machine work)
Grinding
Honing
Indexing (machine work)
Locating (machine work)
Machine shop practice
Machine tools
Metal cutting
Milling
Polishing
Tapping
Tolerance
Turning

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Assembling methods
Balancing of machinery
Bearings
Belting
Bolts and nuts
Bottle making machinery
Bottling machines
Bricklaying machines
Broaching machines
Calculating machines
Centering machines
Clutches
Coal mining machinery
Conveying machinery
Couplings
Cranes, derricks, etc.
Crankcases
Crankshafts
Crushing machinery
Cutting machines
Cylinders (engines, etc.)
Diesel engines
Drilling and boring machinery
Dyeing machines
Electric machinery
Electric welding machines
Escapement mechanism
Excavating machinery
Fans, Mechanical
Feed mechanism
Filling machines
Fits (machinery)
Food machinery
Forging machinery
Foundry machinery
Friction
Gear cutting machines
Gearing
Governors (machinery)
Grinding machines
Hoisting machinery
Hydraulic machinery
Hydraulic presses
Interchangeable mechanism
Internal combustion engines
Jigs
Keys and keyways (machinery)
Knitting machines
Lathes
Locomotives
Looms
Lubrication and lubricants
Machine shop practice
Machine tools
Machinery industry
Mechanical engineering
Mechanical handling
Mechanical movements
Milling machines

**MACHINERY**—See also—*Continued*

Mining machinery
Molding machines
Moving picture machines
Packaging machinery
Packing
Painting machinery
Paper making machinery
Paving machines
Pneumatic conveying
Pneumatic machinery
Pneumatic tools
Polishing machines
Power transmission
Presses
Printing machinery
Printing presses
Pulleys
Pumping machinery
Pumps
Railroads—Track making machinery
Refrigeration and refrigerating machinery
Road making machinery
Rock drills
Rubber machinery
Screw machines
Shafting
Shafts
Sheet metal working machinery
Shoveling machines
Sintering machines
Spinning machinery
Springs (mechanism)
Steam engines
Steam turbines
Testing machines
Textile machinery
Threading machines
Tools
Tractors
Trenching machinery
Turbines
Valves
Washers (machinery)
Woolen and worsted machinery

### Alinement

*See* Alinement of machinery

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*See also*

Bearings
Cams
Disks, Rotating
Gearing—Design
Machine tools—Design
Machinery, Kinematics of

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Display of merchandize
Distribution (economics)
Door-to-door selling
Drug stores
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Exhibits
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Mail order business
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Assaying
Blowpipes
Electrographic analysis
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METALLURGICAL apparatus
*See also*
Ball mills
Classifiers
Converters
Decantation
Furnaces, Metallurgical
Magnetic separators
Metallurgical plants —Equipment
Tube mills

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Corrosion research
Fulmer research institute
Metallurgical laboratories
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Copper metallurgy
Cyanide process
Electrodeposition of metals
Electrometallurgy
Flotation process
Flue dust
Flux
Furnaces, Metallurgical
Gold metallurgy
Iron metallurgy
Lead metallurgy
Manganese metallurgy
Metallography
Metallurgical analysis
Metallurgical laboratories
Metallurgical plants
Metals
Nickel metallurgy

**METALLURGY**—See also—*Continued*

Open hearth process
Ore treatment
Pickling (metals)
Sintering
Slag
Smelting
Smelting works
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Bearing metals
Cast iron
Castings
Corrosion and anti-corrosives
Creep of metals
Deformation (mechanics)
Electrodeposition of metals
Electrometallurgy
Etching (metals)
Fatigue in metals
Films, Metallic
Foundry practice
Geology
Glass—Joining to metal
Heat treatment
Intermetallic compounds
Metal trade
Metallography
Metallurgy
Mines and mineral resources
Ore deposits
Organo-metallic compounds
Pickling (metals)
Plastic materials—Joining to metal
Rare earth metals
Scrap metal
Sheet metal
Slag
Soap, Metallic
Solder and soldering
Solutions, Solid
Strength of materials
Welding

*also* names of metals and alloys, e.g. Aluminum; Antimony; Babbitt metal; Beryllium; Bismuth; Brass; Bronze; Chromium; Cobalt; Copper; Gold; Iron; Lead; Lithium Magnesium; Manganese; Mercury; Molybdenum; Monel metal; Nickel; Platinum metals; Potassium; Radium; Silver; Sodium; Steel; Stellite; Strontium; Tantalum; Tin; Titanium; Tungsten; Uranium; Zinc

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Metallurgical analysis

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Two-way bus radio is ready for use in intercity field. T. R. Warner. il Bus Transportation 28:46-8 Ag '49

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Good shop records are the scoreboard of maintenance procedure. Bus Transportation 28:70-3 Je '49

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### Schedules

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15 percent for better maintenance; modernization program, United electric railways co. E. F. Theisinger. il Bus Transportation 28:50-4 Je '49

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Motor caravans
Motor cars (railroad)
Motor trucks
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**NATHAN report.** See Wages—Economic aspects

**NATIONAL academy of sciences**

Abstracts of papers presented at 1948 autumn meeting, Berkeley, Calif. Science 108:676-83 D 17 '48

Abstracts of papers presented at 1949 annual meeting. Science 109:435-44 Ap 29 '49

Annual meeting, Washington, April 25-27; new officers and members. Science 109:501-2 My 13 '49

1948 autumn national meeting, Berkeley, Nov. 15-17. Chem & Eng N 26:3558-9 N 29 '48

**NATIONAL accident and health association.** See National association of accident and health underwriters

**NATIONAL Acme company**

Diversification smooths cycle. Barron's 29:35 Mr 21 '49

**NATIONAL advertising.** See Advertising, National

**NATIONAL advisory council on international monetary and financial problems**

Report for half year ended Sept. 30, 1948. J. W. Snyder. Comm & Fin Chr 169:1185 Mr 17 '49

**NATIONAL advisory council on international monetary and financial problems**—*Cont.*

Report transmitted by the President to Congress, July 5, 1949. Fed Res Bul 35:1064-80 S '49

Text of report, April 1-September 30, 1948. Fed Res Bul 35:506-21 My '49

**NATIONAL aeronautic association**

NAA plans annual policy review. Aviation W 51:15 Jl 11 '49

**NATIONAL agricultural chemicals association** (formerly Agricultural insecticide and fungicide association)

Annual meeting, 16th, Spring Lake, N.J. Oil Paint & Drug Rep 156:5+ S 12 '49

**NATIONAL agriculture limestone association**

Annual meeting, 4th, Washington, Jan. 18-20. Rock Prod 52:106-7+ Mr '49

**NATIONAL airlines**

CAB won't call off NAL investigation. Aviation W 50:54-5 Ja 17 '49

Machiavelli wrote National Airlines script; involved maneuverings complicate CAB dismemberment study. S. Altschul. Barron's 29:31-2 Mr 28 '49

Mediation ends strike. Aviation W 49:41-2 D 6 '48

NAL finances still critical. Aviation W 50:43 Mr 7 '49

NAL offers stock to PAA and Grace. Aviation W 50:38-9 Mr 14 '49

Winter seen key to NAL situation; union will test ability to keep traffic low. Aviation W 49:49-51 N 15 '48

**NATIONAL association of accident and health underwriters** (now International association of accident and health underwriters

Accident men have fine organization. E. F. Gregory. Weekly Underw 160:82-3+ Ja 1 '49

Jones secretary, succeeding Breidenbaugh. East Underw 50:29 Ja 28 '49; Nat Underw 53:15 Ja 27 '49; Nat Underw (Life ed) 53:2 Ja 28 '49

**NATIONAL association of broadcasters**

Annual convention, 27th, Chicago. Ptr Ink 227:67+ Ap 15 '49; Ed & Pub 82:40 Ap 16 '49

Broadcast engineering conference, 3d. Communications 29:8-9+ My '49

**NATIONAL association of building owners and managers**

Annual convention, 42d, Montreal. Arch Forum 91:15-16 Jl '49

**NATIONAL association of casualty and surety agents**

Joint meeting with International association of casualty and surety underwriters, White Sulphur Springs, W.Va. Nov. 11-13. East Underw 49:34 N 12; 40-3+ N 19 '48; Nat Underw 52:15+ N 18 '48; Spectator (Property ed) 14:16-17 N 25 '48

Mid-year meeting, Colorado Springs. East Underw 50:29 My 13 '49; Nat Underw 53:21+ My 12 '49; Weekly Underw 160:1217+ My 14 '49

**NATIONAL association of clinical laboratories**

Convention, 1st, Newark, N.J. March 31-April 2. Chem & Eng N 27:1148 Ap 18 '49

**NATIONAL association of corrosion engineers**

Annual meeting, Cincinnati. Chem & Eng N 27:1281 My 2 '49

Annual meeting, Cincinnati, April 11-14; with abstracts of papers. Metal Prog 55:662-4 My '49

Annual meeting, 18th, Cincinnati, April 11-14. Iron Age 163:129 Ap 14 '49; Oil & Gas J 47:118+ Ap 21 '49

**NATIONAL association of credit men**

Annual meeting, 53d, Atlantic City. Credit & Fin Management 51:4-10, 32-43 Je '49

Broken government promises; keynote address at 53d annual convention. H. H. Heimann. Comm & Fin Chr 169:2174+ My 19 '49; Same. Credit & Fin Management 51:4-7+ Je '49

**NATIONAL association of home builders**

Annual convention, Chicago, Feb. 20-24. Am Bld 71:63-70 Mr '49; Arch Forum 90:16-18 Mr '49

Home builders debate cost-cutting methods at NAHB convention. Arch Rec 105:146+ Ap '49

**NATIONAL association of house dress manufacturers**

Golden anniversary celebration, New York, Jan. 11. Am Dyestuff Rep 38:43 Ja 10 '49

**NATIONAL association of independent insurance adjusters**

Annual meeting, Detroit. Nat Underw 53:2 Je 23 '49; Weekly Underw 161:8+ Jl 2 '49

**NATIONAL association of independent insurers**

Annual meeting, Chicago. Nat Underw 52:21+, 22+ N 25 '48; Weekly Underw 159:1251, 1269 N 27 '48

**NATIONAL association of insecticide and disinfectant manufacturers** (now Chemical specialties manufacturers association)

Annual meeting, 35th, New York, Dec. 6-7. Chem & Eng N 26:3754 D 20 '48; Soap & San Chem 24:139+ D '48

Annual meeting, 35th, New York, Dec. 6-7; with abstracts of papers. Oil Paint & Drug Rep 154:5+ D 13 '48; Soap & San Chem 25:114-17+ Ja '49

Annual mid-year meeting, 35th, Chicago, June 13-14. Soap & San Chem 25:132A-132D Je '49; Oil Paint & Drug Rep 155:7+ Je 20 '49

**NATIONAL association of insurance agents**

Annual convention, Chicago, Sept. 19-22. East Underw 50:22-38 S 23; 16+ S 30 '49; Nat Underw 53:31+, 48-52 S 22 '49; Spectator (Property ed) 15:18+ O '49; Weekly Underw 161:736-46 S 24 '49

Chairman of committees. Nat Underw 52:1 N 18 '48

Charles P. Butler appointed executive vice president. Weekly Underw 160:860 Ap 2 '49; Nat Underw 53:1 Mr 31 '49

Committee reports. Nat Underw 53:48-52 S 22 '49; Spectator (Property ed) 15:22+ O '49

Eastern territorial conference, 1st, Baltimore, March 14-15. East Underw 50:1+ Mr 18 '49; Nat Underw 53:1+ Mr 17 '49

Executive committee election battle. Nat Underw 53:1+ S 29 '49

Functions of Washington office. O. H. West. East Underw 50:20 Ap 29 '49

Midwest territorial conference, 1st, French Lick, Indiana, March 23-24. East Underw 50:26 Ap 1 '49; Nat Underw 53:1+ Mr 31 '49

NAIA to spearhead battle to halt socialistic drift. W. Fetzer, jr. Nat Underw 53:2 Ap 14 '49

Report of administration; abstracts. East Underw 50:21+ S 23 '49; Nat Underw 53:2 S 22 '49; Weekly Underw 161:717+ S 24 '49

Rocky Mountain territorial conference, 1st, Colorado Springs, April 1-2. Nat Underw 53:2 Ap 7 '49

Six-base allocation formula eliminates volume test; expense of operating the National Association. Nat Underw 53:32+ S 22 '49

Southern territorial conference, Augusta, Georgia, March 25-26. Nat Underw 53:6+ Mr 31 '49

**NATIONAL association of insurance commissioners**

Annual convention, 80th, Seattle. East Underw 50:1+ Jl 1 '49; Nat Underw 53:1+ Je 30; 1+ Jl 7 '49; Nat Underw (Life ed) 53:1+ Jl 1; 1+ Jl 8 '49; Spectator (Life ed) 157:8-11 Ag '49; Spectator (Property ed) 15:8-11 Ag '49; Weekly Underw 161:5, 21-5+, 74 Jl 2-9 '49

Committees announced. East Underw 50:24 S 9 '49

Midyear meeting, New York, Dec. 13-17. Nat Underw 52:1+ D 16; 19 D 23 '48; Nat Underw (Life ed) 52:1+ D 17 '48; Spectator (Life ed) 156:36+ D '48; Weekly Underw 159:1446 D 18 '48

New standing and special committees. Weekly Underw 161:522+ S 3 '49; Same abr. Nat Underw 53:12 S 1 '49

**NATIONAL association of investors' brokers**

Organization meeting, April 20. Comm & Fin Chr 169:1846 Ap 28 '49

**NATIONAL association of life underwriters**

Agreement reached with National labor relations board clears up status. East Underw 50:1+ Jl 29 '49

Annual convention, 60th, Cincinnati, Sept. 15. East Underw 50:1+ S 16 '49; Nat Underw (Life ed) 53:1+ S 23 '49; Nat Underw (Life ed) Daily ed 53:3-48 S 15; 3-42 S 16 '49; Spectator (Life ed) 157:44-6 O '49; Weekly Underw 161:680+ S 17 '49

Bargaining role for NALU opposed by agents' leaders. Nat Underw (Life ed) 53:1+ F 11 '49

**NATIONAL association of life underwriters**—*Continued*

Cites NLRB charge against life companies as warning signal. W. M. Sheldon. Nat Underw 53:1+ Ap 7 '49

Committee chairmen named. East Underw 49:38 D 17 '48; Same abr. Nat Underw (Life ed) 52:1 D 10 '48

J. E. Rutherford to leave NALU post. Nat Underw (Life ed) 53:1+ F 18 '49

Mid-year meeting, Miami Beach, March 21-25. East Underw 50:1+ Mr 25 '49; Nat Underw (Life ed) 53:1-2+ Mr 25; 1+ Ap 1 '49; Weekly Underw 160:834+ Mr 26 '49; Spectator (Life ed) 156:26-33+ My '49

NALU differences fully resolved; report to ALC; abstracts. J. C. Benson. Nat Underw (Life ed) 53:29+ O 7 '49; East Underw 50:8 O 7 '49

NALU employs counsel in National labor relations board case. East Underw 50:13 Mr 25 '49

NALU lobby registration made with reservations. Nat Underw (Life ed) 53:18 Mr 25 '49

N.A.L.U. role clarified at Cincinnati rally; NLRB pact relieves tension. R. B. Mitchell. Nat Underw (Life ed) 53:1+ S 16 '49

NALU to abstain from all labor-organization type of activity; text of NALU-NLRB-company agreement. Nat Underw (Life ed) 53:1+ Jl 29 '49; Weekly Underw 161:237+ Jl 30 '49

NLRB sifting vast array of exhibits in N.A.L.U. case; Patterson charges. Nat Underw (Life ed) 53:19 F 25 '49

Text of NALU statement on NLRB case. Nat Underw (Life ed) 53:1 Ap 1 '49; Same. Weekly Underw 160:897 Ap 2 '49

**NATIONAL association of manufacturers**

Developing N.A.M.'s theme; teamwork. Bsns W p26 D 4 '48

Elects Bennett as 1949 president. Oil Paint & Drug Rep 154:7 D 6 '48

Management takes position on standardization policy. W. F. Bennett. Standardization 20:199-200 Ag '49

NAM and national ideals. M. Sayre. Comm & Fin Chr 169:858+ F 24 '49

NAM views foreign policy; address before first annual conference on American foreign policy, Colgate university. N. Sargent. Comm & Fin Chr 170:450+ Ag 4 '49

Politics is everybody's job; address before West Virginia manufacturers association. E. Bunting. Comm & Fin Chr 170:359+ Jl 28 '49

**NATIONAL association of motor bus operators**

Annual meeting, 20th, Chicago, Sept. 14-16; with abstracts of papers. Bus Transportation 28:44-53 O '49

Building action programs at state association levels. A. W. Koehler. Bus Transportation 28:76-7 S '49

**NATIONAL association of mutual insurance agents**

Annual convention, 18th, Chicago, Oct. 10-12. East Underw 50:20 O 21 '49; Nat Underw 53:1+ O 13 '49; Weekly Underw 161:925+ O 15 '49

**NATIONAL association of mutual insurance companies**

Annual convention, Salt Lake City. Nat Underw 53:6+ S 15 '49

**NATIONAL association of photo-lithographers**

Annual convention, 16th, Cincinnati, Sept. 15-18; with abstracts of papers. Inland Ptr 122:43-6 O '48

**NATIONAL association of power engineers**

Annual meeting, 66th, Chicago, Aug. 22-26. Power 93:97 O '49

**NATIONAL association of purchasing agents**

Annual convention, 34th, Chicago, June 20-22; with abstracts of papers. Oil Paint & Drug Rep 155:7 Je 27 '49

Annual meeting, 34th, Chicago. Steel 124:32 Je 27 '49

**NATIONAL association of railroad and utilities commissioners**

Annual convention, Cleveland, Aug. 8-11; excerpts and digests from reports and addresses. Pub Util 44:372-84 S 15 '49

Annual convention, Savannah, Ga. Nov. 15-18; excerpts and digests from reports and addresses. Pub Util 42:879-90 D 16 '48

Annual meeting, 60th, Savannah, Nov. 15-18. Ry Age 125:1027-9 N 27 '48

Annual meeting, 61st, Cleveland, Aug. 8-11; with abstracts of papers. Ry Age 127:339-41 Ag 20 '49

**NATIONAL association of real estate boards**

Annual convention, 41st, New York. Arch Forum 89:14-15 D '48

**NATIONAL association of securities dealers**

New officers. Comm & Fin Chr 169:88 Ja 6 '49

Results of poll on NASD. Comm & Fin Chr 169:1615+, 1723+, 1831+, 1939+, 2047+, 2157+ Ap 14, 21, 28, My 5, 12, 19 '49

**NATIONAL association of sheet metal distributors**

Spring meeting, Columbus, May 9-10; with abstracts of papers. Sheet Metal Worker 40:76+ Je '49

**NATIONAL association of state aviation officials**

Joint meeting with Associated general contractors of America, Seattle, July 20. Roads & Sts 91:68+ O '48

**NATIONAL association of surety bond producers**

Annual meeting, New York, March 14-15. Nat Underw 53:23, 36 Mr 17 '49; Weekly Underw 160:757-8 Mr 19 '49

**NATIONAL association of wholesalers**

Origin and functions. P. H. Bolton. J Marketing 14:sup3-4 S '49

**NATIONAL automobile underwriters association**

Annual meeting, 19th, New York, May 25. East Underw 50:32 Je 3 '49; Nat Underw 53:5 Je 2 '49; Weekly Underw 160:1359+ My 28 '49

**NATIONAL aviation corporation**

Air shares up value of trust folios. S. Altschul. Aviation W 51:18 Ag 15 '49

Annual report. Comm & Fin Chr 169:702 F 14 '49

**NATIONAL banks.** See Banks and banking, National

**NATIONAL biscuit company**

Investment audit. H. S. Coffin. il Mag of Wall St 83:342-4+ Ja 1 '49

Modernization spurs revival. Barron's 28:34 D 6 '48

**NATIONAL board of fire underwriters**

Annual meeting, 83d, New York. East Underw 50:1+, 23+ My 27; 20-1+ Je 3 '49; Nat Underw 53:1+ Je 2 '49; Spectator (Property ed) 14:20+ Je '49; Weekly Underw 160:1346-7 My 28 '49

Fire insurance public service during 1948. J. M. Haines. Weekly Underw 160:11+ Ja 1 '49

IMUA-National board investigation of arson, jewel and fur losses described. A. B. Bielaski. Nat Underw 53:1+ Je 30 '49

Membership list of standing committees for 1949-1950. East Underw 50:23 Je 10 '49

**NATIONAL brands.** See Advertising, National

**NATIONAL broadcasting company**

Trammell wins solid vote of confidence. J. Walker. Ed & Pub 82:44 Mr 5 '49

**NATIONAL bureau of casualty underwriters**

Annual meeting, May 11. East Underw 50:29 My 13 '49

Bureau casualty company subscribers shown by states under new law. Nat Underw 53:25+ Jl 14 '49

Bureau fire company subscribers; tabulation by state. Nat Underw 53:8 Ag 4 '49

New York department report on Bureau released. East Underw 50:30-1+ Ja 7 '49; Excerpts. Nat Underw 53:19+ Ja 6 '49

**NATIONAL cancer institute**

Professional education for cancer control. A. V. Deibert; R. H. Spencer and others. bibliog Pub Health Rep 64:749-76 Je 17 '49

**NATIONAL canners association**

Annual convention, 42d, Atlantic City. Food Ind 21:198-9 F '49

**NATIONAL cash register company**

Cutting handling costs. R. J. Wood and W. G. Boswell. il Factory Management 107:93-7 Ja '49

Good employee relations pay. S. C. Allyn. il Mod Ind 16:67-8+ D '48

**NATIONAL central library.** See London—National central library

**NATIONAL characteristics**
Complementary characters of German and American ways. R. Plank. bibliog Chem & Eng N 27:1784-7 Je 20 '49
Personality of peoples. R. Linton. il Sci Am 181:11-15 Ag '49

**NATIONAL cinder concrete products association**
Annual meeting, Atlantic City, Aug. 1-3. Rock Prod 52:106-9 S '49

**NATIONAL city bank of New York**
Annual report to shareholders. Comm & Fin Chr 169:182 Ja 13 '49

**NATIONAL city lines, inc.**
California Standard and Phillips take stand in federal antitrust suit against bus line. Nat Pet N 41:23 Mr 9 '49

**NATIONAL clay pipe manufacturers, inc.**
Meeting, Mineral Wells, Tex. Oct. 18-20. Brick & Clay Rec 113:47+ N '48

**NATIONAL coal association**
Annual meeting, New York, Oct. 5-6. Coal Age 53:132+ N '48
Regional meeting, Lexington, Ky. June 9. Coal Age 54:130+ Jl '49

**NATIONAL concrete masonry association**
Annual meeting, 29th, Cleveland, Jan. 31-Feb. 3; with abstracts of papers. Concrete 57: 8-10+ Mr '49; Rock Prod 52:136-50+ Mr '49

**NATIONAL confectioners association**
Annual convention, 66th, Chicago, June 5-9. Food Ind 21:928 Jl '49

**NATIONAL conference of editorial writers**
Annual meeting, 2d, Louisville. Ed & Pub 81:5+ N 27 '48

**NATIONAL conference of electric and gas utility accountants**
Annual conference, Detroit, April 11-13; with abstracts of papers. Am Gas Assn Mo 31: 20-3+ My '49; Edison Elec Inst Bul 17:129-32+ My '49

**NATIONAL conference on labor legislation**
Conference, 15th, Washington, D.C. Nov. 30-Dec. 2. Mo Labor R 68:15-19 Ja '49

**NATIONAL cottonseed products association**
Annual meeting, 53d, French Lick, Ind. May 23-24. Oil Paint & Drug Rep 155:5+ My 30 '49

**NATIONAL council on compensation insurance**
Report of the general manager. W. F. Roeber. Weekly Underw 160:634 Mr 5 '49

**NATIONAL crushed stone association**
Annual meeting, 32d, New York, Feb. 7-9; with abstracts of papers. Rock Prod 52: 86-98+ Mr '49
Mid-summer board of directors' meeting, White Sulphur Springs, W.Va. July 21. Rock Prod 52:82+ S '49
N.C.S.A. school for salesmen. W. B. Lenhart. il Rock Prod 52:77-8+ My '49

**NATIONAL dairy products corporation**
Annual report. Comm & Fin Chr 169:1337 Mr 28 '49

**NATIONAL distillers products corporation**
Debentures offered. Comm & Fin Chr 169: 1887 My 2 '49

**NATIONAL distribution council**
Jones heads Council. Sales Management 63: 124 O 1 '49

**NATIONAL district heating association**
Annual meeting, 40th, Swampscott, Mass. Heating-Piping 21:84-5 Jl; 81-4 S '49

**NATIONAL drug trade conference**
Annual meeting, Washington, D.C. Oil Paint & Drug Rep 154:5+ D 20 '48

**NATIONAL editorial association**
Fall meeting, Chicago. Ed & Pub 81:7+ N 27 '48
Joe T. Cook of Texas, new NEA president. Ed & Pub 82:9 Je 11 '49

**NATIONAL electrical code**
NFPA announces new plan for electrical code committee. Ind Stand 19:180 N '48

**NATIONAL electrical manufacturers association**
National electrical manufacturers association; objectives and activities. G. B. Cumming. Elec World 131:563-4 My 21 '49

**NATIONAL electrical wholesalers association**
National electrical wholesalers association; objectives and activities. A. Pfaltz. Elec World 131:568 My 21 '49
Pacific Zone meeting, Oct. 4-6. Elec West 101:90-2 N '48

**NATIONAL enameling and stamping company**
New group buys control of National Enameling. Bsns W p20 Ap 23 '49

**NATIONAL exposition of power and mechanical engineering**
Exposition, 18th, New York, Nov. 29-Dec. 4. Heat & Ven 46:108+ Ja '49; Power Generation 53:76-7 Ja '49

**NATIONAL farm chemurgic council**
Annual meeting, 14th, Memphis, Tenn. Oil Paint & Drug Rep 155:5+ Ap 4 '49

**NATIONAL federation of sales executives** (now National sales executives, inc.)
NFSE news. Published in semi-monthly numbers of Sales management
Schindler's three-point plan for N.F.S.E. Sales Management 61:149 N 10 '48

**NATIONAL fertilizer association**
Annual convention, 24th, White Sulphur Springs, W.Va. June 13-15. Chem & Eng N 27:1864 Je 27 '49
Annual convention, 24th, White Sulphur Springs, W.Va. with abstracts of papers. Oil Paint & Drug Rep 155:5+ Je 20 '49
Annual southern convention, Atlanta, Nov. 15-17. Oil Paint & Drug Rep 154:7+ N 22 '48

**NATIONAL fire protection association**
Annual meeting, 53d, San Francisco. Nat Underw 53:1+ My 19 '49; Weekly Underw 160:1269, 1274-6+ My 21 '49; Safety Eng 97:28-9+ Je '49
Executive personalities. East Underw 50:13 Ja 28 '49
Peak of fire loss upswing reached; N.F.P.A. year successful. P. Bugbee. Weekly Underw 160:28-9+ Ja 1 '49

**NATIONAL foreign trade convention**
Summaries of principal addresses at New York meeting, Nov. 8-10. For Comm W 33: 8-13+ N 29 '48

**NATIONAL forests.** See Forest reserves

**NATIONAL foundation for infantile paralysis**
National foundation for infantile paralysis allocations; scholarships and fellowships. Science 110:78 Jl 15 '49

**NATIONAL founders association**
Annual meeting, Chicago, Nov. 18-19. Steel 123:34 N 29 '48
Annual meeting, 50th, Chicago, Nov. 18-19; with abstracts of papers. Foundry 77:92-3+ Ja '49

**NATIONAL fraternal congress of America**
Annual convention, Washington, D.C., Sept. 26-28. Nat Underw (Life ed) 53:17-24 S 30; 1+ O 7 '49

**NATIONAL glass distributors' association**
Court decree dissolves National glass distributors ass'n., releases patents. Cer Ind 51:54 D '48

**NATIONAL graphic arts education association**
Annual conference on printing education, 24th, Pressmen's Home, Tenn. June 19-23. Inland Ptr 123:83-4 Jl '49

**NATIONAL graphic arts expositions, incorporated**
Big graphic arts exposition at convention time in '50. A. E. Giegengack. Inland Ptr 123:63-4 Ag '49

**NATIONAL gypsum company**
Making expansion cut costs. il Bsns W p48+ Ja 15 '49
Monthly up-trend noted in sales. Barron's 29:34 S 26 '49
New plants to reduce costs. Barron's 28:34 N 15 '48

**NATIONAL heating wholesalers association**
Annual meeting, 2d, Chicago; with abstracts of papers. Dom Eng 173:150-1+ Ap '49

**NATIONAL industrial advertisers association**
Meeting, Buffalo, June 12-15. Steel 124:70 Je 20 '49
What NIAA plans in '49-50. B. Dolan. Ind Marketing 34:129-31 S '49

**NATIONAL industrial conference board**
National industrial conference board. East Underw 50:3 Mr 4 '49

**NATIONAL industrial sand association**
Annual meeting, 14th, Hot Springs, Va. May 11-13. Rock Prod 52:77-9+ Jl '49
Semi-annual meeting, White Sulphur Springs, Oct. 20-22. Rock Prod 51:134-6+ D '48

**NATIONAL industrial traffic league**
Annual meeting, 41st, New York, Nov. 18-19. Ry Age 125:1032-3 N 27 '48

**NATIONAL institutes of health, Bethesda, Maryland**
Opportunities for employment at the National institutes of health. H. W. Bond. J Chem Educ 26:69-74 F '49

**NATIONAL labor relations board**
Boycotts curbed; NLRB bars unfair lists and peaceful picketing. Bsns W p 100 Ap 2 '49
Labor year in review; NLRB and court decisions affecting labor; with citation of cases. Mo Labor R 68:150-7 F '49
NLRB must hear jurisdictional squawks. Bsns W p 111 Je 18 '49
Who's to work? NLRB rules in Westinghouse case. Bsns W p 114-15 My 21 '49

**NATIONAL lead company**
Easier cash position seen in store for National Lead. Barron's 29:27 Ap 4 '49

**NATIONAL lime association**
Annual meeting, 31st, Hot Springs, Va. May 5-7; with abstracts of papers. Rock Prod 52:114-17+ Je '49
National lime association looks ahead. R. S. Boynton. Rock Prod 52:86-7+ Ja '49
Operating division annual meeting, Chicago, Nov. 4-6. Rock Prod 51:93-7+ D '48

**NATIONAL machine tool builders' association**
Spring meeting, 47th, Chicago, May 11-13; with abstracts of papers. Mach 55:204-6 Je '49; Am Mach 93:117-18 Je 2 '49

**NATIONAL maritime union**
NMU suit settled; AP retracts '43 story. Ed & Pub 82:8 Je 11 '49

**NATIONAL metal congress**
Congress and exposition, 31st, Cleveland, Oct. 17-21; to emphasize economy in production. Steel 125:119 O 10 '49
Congress, 31st, Cleveland, Oct. 16-17; technical program; abstracts of papers. Steel 125: 122-8, 147-8+ O 10 '49
Congress, 31st, Cleveland; program. Iron Age 164:78-9+ O 6 '49

**NATIONAL metal exposition**
Metal show proves valuable to exhibitors. il Am Mach 92:132-3 N 18 '48
Metal show, 31st, Cleveland, Oct. 15-21; exhibitors. il Iron Age 164:79+ O 6 '49; Metal Finishing 47:54-5+ O '49; plans Steel 125: 120-1, 130+ O 10 '49
Metal show, 31st, Cleveland; significant developments that will be displayed. il diag Product Eng 20:81-8 O '49
Stiffening competition and mounting labor costs dictate re-appraisal of materials, methods and equipment. G. Hubbard. il Steel 125:116-18 O 10 '49

**NATIONAL military establishment.** See United States—National military establishment

**NATIONAL model railroad association**
Hobby, with a national organization; model railroading has standards for types and dimensions. W. F. McAllister. il Standardization 20:168-71 Jl '49

**NATIONAL monetary commission (proposed)**
Senate gets bill. Comm & Fin Chr 169:1854 Ap 28 '49

**NATIONAL motor bearing company**
Six in the money. il Fortune 40:68-73+ Ag '49

**NATIONAL Negro insurance association**
Meeting, Philadelphia, June 21-24. Weekly Underw 160:1612 Je 25 '49

**NATIONAL newspaper promotion association**
Annual convention, 19th, New York, April 20-22. Ed & Pub 82:10 Ap 16 '49

**NATIONAL paint, varnish and lacquer association**
Annual convention, 60th. Chicago, Nov. 8-10. Paint Oil & Chem R 111:11-13 N 11 '48
Annual meeting, 60th, Chicago, Nov. 8-10; with abstracts of papers. Oil Paint & Drug Rep 154:73-8+ N 15 '48
1963, looking backward, 1933. P. S. Kennedy. Paint Oil & Chem R 111:25+ N 11 '48

**Scientific section**

Association Scientific section dedicated to progress. J. C. Moore. Paint Oil & Chem R 111:30-1 N 11 '48

**NATIONAL paperboard association**
Meeting, White Sulphur Springs, W.Va. June 27-28. Paper Tr J 129:20+ Jl 14 '49

**NATIONAL paper trade association**
NPTA answers FTC complaint 5592. Paper Tr J 128:7 Ja 20 '49

**NATIONAL parks and reserves**
*See also*
Forest reserves

**NATIONAL petroleum association**
Annual meeting, Cleveland. Nat Pet N 41:13-14 Ap 20 '49
Annual meeting, 47th, Atlantic City. Nat Pet N 41:18-19 S 21 '49; Oil & Gas J 48: 138-9 S 22 '49

**NATIONAL petroleum council**
Begins imports study, appoints fact-finding group. Oil & Gas J 48:28 S 1 '49
National oil policy and problems of emergency considered by NPC. Oil & Gas J 47:54 Ja 13 '49
NPC organizes for 1949; acts on oil policy, mobilization, other matters. B. F. Linz. Oil & Gas J 47:38-9 Ja 20 '49
Views on national oil policy stated in report to Krug. Nat Pet N 41:38+ Ja 19 '48

**NATIONAL physical laboratory, Teddington.** See Great Britain—National physical laboratory, Teddington

**NATIONAL pickle packers association**
Annual meeting, 56th, Chicago, Oct. 27. Food Ind 20:1795 D '48

**NATIONAL pilots association**
New pilot union challenges ALPA. Aviation W 51:56 Ag 15 '49

**NATIONAL press photographers association**
Open letter to Bill on the NPPA's meeting. J. L. Collings. il Ed & Pub 82:66-7 Je 11 '49

**NATIONAL pretzel bakers institute**
Pretzel Institute incorporated. Food Ind 21: 226 F '49

**NATIONAL provincial bank, limited**
Statement of the chairman. E. C. E. Smith. Economist 156:166-7 Ja 22 '49

**NATIONAL psychology.** See National characteristics

**NATIONAL railroad adjustment board**
Referee's award attacks N.R.A.B. procedure in dispute over reinstatement of dismissed employee. Ry Age 125:891 N 13 '48

**NATIONAL railway appliances association**
Annual exhibit and meeting, Chicago, March 14-17. Ry Age 126:597 Mr 19 '49

**NATIONAL ready mixed concrete association**
Annual meeting, 19th, New York; with abstracts of papers. Concrete 57:24-6+ Mr '49; Rock Prod 52:179-83 Ap '49
Directors meeting, Colorado Springs, Sept. 20-22. Rock Prod 51:104+ N '48

**NATIONAL reclamation association**
Annual meeting, Oklahoma City, Nov. 16-18. Eng N 141:9 D 2 '48; Pub Util 42:868-9 D 16 '48

**NATIONAL research corporation**
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I.C.C. approves Nickel Plate lease of Wheeling & Lake Erie. Ry Age 127:232-3 Jl 30 '49

John W. Davin dies. Ry Age 126:177 Ja 15 '49

Railroad securities. Comm & Fin Chr 169:2280 My 26 '49

Service is first objective of new Nickel Plate president. Ry Age 126:274-5 Ja 29 '49

Wheeling lease beneficial to Nickel Plate. A. Jansen. Barron's 29:37-8 S 12 '49

**NEW YORK curb exchange**

Edward Werle re-elected chairman; other officers. Comm & Fin Chr 169:877 F 24 '49

Listings of securities during 1948. Comm & Fin Chr 169:1446 Ap 4 '49

New officers. Comm & Fin Chr 169:180 Ja 13 '49

NYSE and Curb amend floor trading rules. Comm & Fin Chr 168:2505 D 16 '48

Reports deficit in 1948. Comm & Fin Chr 169:764+ F 17 '49

**NEW YORK Freedom train.** See Freedom train, New York (state)

**NEW YORK herald tribune**

European circulation resembles see-saw. Ed & Pub 81:18 N 20 '48

Hawkins punctures Paris Herald legends. D. Willens. Ed & Pub 82:26 Ja 29 '49

**NEW YORK life insurance company**

104th anniversary dinner, New York. East Underw 50:3 Ap 15 '49

**NEW YORK, New Haven and Hartford railroad**

Annual report. Comm & Fin Chr 169:1230 Mr 21 '49

Capture of the New Haven. il map Fortune 39:86-93+ Ap '49

Equipment issue offered. Comm & Fin Chr 169:606 F 7 '49

New Haven proposes four-point plan for Old Colony service. Ry Age 127:475-6 S 10 '49

**NEW YORK, Ontario and western railway**

N.Y.O.&W. to ask court for abandonment authority. Ry Age 126:840 Ap 23 '49

**NEW YORK personnel management association**

How it serves its members. Personnel J 28:3-8 My '49

**NEW YORK post home news**

44 employes quit with severance. Ed & Pub 82:73 F 26 '49

Kirkpatrick quits Post; Riesel column dropped. Ed & Pub 82:12 F 12 '49

New formula; liberal and lively. D. Willens. Ed & Pub 82:13 Je 4 '49

**NEW YORK security dealers association**

Annual dinner, 23d, New York, Dec. 10; portraits. Comm & Fin Chr 168:insert 1-4 D 16 '48

**NEW YORK shipbuilding corporation**

Fiftieth anniversary of New York shipbuilding corp. il Marine Eng 54:38-42 Jl '49

**NEW YORK star**

Distribution cost drained New York Star's bankroll. D. Willens. Ed & Pub 82:5-6 F 5 '49

**NEW YORK state college of forestry.** See Syracuse university—New York state college of forestry

**NEW YORK state electric and gas corporation**

Begins expansion. Barron's 29:28 S 5 '49

Common shares offered. Comm & Fin Chr 169:1230 Mr 21 '49

Preferred stock offered. Comm & Fin Chr 169:2645 Je 20 '49

Public utility securities. O. Ely. Comm & Fin Chr 169:773 F 17 '49

**NEW YORK state sewage works association**

Annual meeting, New York, Jan. 21. Eng N 142:50 F 3 '49

Annual meeting, 21st, New York, Jan. 21; with abstracts of papers. Water & Sewage Works 96:105-9 Mr '49

**NEW YORK stock exchange**

Advantages of permissive incorporation of NYSE firms. M. Barnett, jr. Comm & Fin Chr 170:1042 S 15 '49

Auction market for American savings. E. Schram. Midwest Eng 1:26-7 N '48

Listings for 1948. Comm & Fin Chr 169:1444-6 Ap 4 '49

Members to vote on incorporation plan. Comm & Fin Chr 170:1050 S 15 '49

Monthly range of prices on the New York stock exchange, for year 1948. Comm & Fin Chr 169:351-71 Ja 20 '49

NYSE and Curb amend floor trading rules. Comm & Fin Chr 168:2505 D 16 '48

NYSE members welcome small orders. E. Schram. Comm & Fin Chr 169:865 F 24 '49

Reveals design of NYSE advertising. E. Schram. Comm & Fin Chr 169:982 Mr 3 '49

Schram announces NYSE advertising campaign. Comm & Fin Chr 169:756 F 17 '49

Seat prices show brokers' dim view of future; chart showing data 1944-1948. Bsns W p92 Ap 9 '49

Survey indicates no adverse effect of mutual funds on New York stock exchange. Comm & Fin Chr 170:1361 O 6 '49

Wall Street dosn't sell stocks; but through open-end investment company is learning how to do so. J. Mindell. Fortune 39:79-81 Ap '49

**Advertising**

Stock exchange, too, woos buyer's market. S. Rovner. Ed & Pub 82:12 Mr 5 '49

**NEW YORK times**

No error too small for a correction item. D. Willens. Ed & Pub 81:20 N 20 '48

**NEW YORK university**

**Institute of industrial medicine**

Dr Lanza's Institute of industrial medicine. Ind Med 18:298 Jl '49

**NEW ZEALAND**

*See also*

Banks and banking—New Zealand
Radio broadcasting—New Zealand

**NEW ZEALAND flax.** See Phormium tenax

**NEWARK, New Jersey**

**Water supply**

Using runoff for ground water recharge. E. T. Erickson. Am Water Works Assn J 41:647-9 Jl '49

**NEWBOLD, Fleming,** 1873-1949

President of Washington star, dies. por Ed & Pub 82:7 F 5 '49

**NEWBRANCH, Harvey Ellsworth,** 1875-

God hates a coward, keeps printers busy. E. Curry. por Ed & Pub 82:47 F 19 '49

**NEWCASTLE disease**

Serologic relationships of mumps and Newcastle disease. E. Jungherr and others. bibliog Science 110:333-4 S 30 '49

**NEWCOMEN society for the study of the history of engineering and technology**

Summer meeting and tour in Holland. Engineer 187:555 My 20 '49; Engineering 167:474 My 20 '49

**NEWFOUNDLAND**

Canada's tenth province. E. L. Chicanot il map Comp Air Mag 54:61-4 Mr '49

*See also*

Public health—Newfoundland
Roads—Newfoundland

**Commerce**

Terms of confederation with Newfoundland of interest to foreign traders. For Comm W 34:15 Ja 31 '49

**NEWLANDS, John Alexander Reina,** 1837-1898

J. A. R. Newlands: a pioneer in atomic numbers. W. H. Taylor. bibliog por J Chem Educ 26:491-6 S '49

**NEWMAN, Floyd R. 1890-**
Gift of a million dollars to Cornell university climaxes independent's 37-year career with the oil industry. G. W. Dietrich. Nat Pet N 41:38-9 Mr 2 '49

**NEWNES, George, limited**
Statement by the chairman at annual general meeting. F. Newnes. Economist 157: 585 S 10 '49

**NEWPORT industries, inc.**
Securities disturbing investors. J. C. Clifford. Mag of Wall St 84:191-2 My 21 '49

**NEWS**
Definitions worked out in week's UN debate. D. Willens. Ed & Pub 82:6+ Ap 16 '49
Truman victory tops '48 news in world poll. Ed & Pub 81:67 D 11 '48

**International transmission**

Compromise is seen on UN treaty clause. D. Willens. Ed & Pub 82:5+ My 7 '49
Press treaty passes final UN hurdle. D. Willens. Ed & Pub 82:6+ My 21 '49
UN convention on the international transmission of news and the right of correction; text. Ed & Pub 82:7-8 My 14 '49
UN correspondents' code faces battle in assembly. D. Willens. Ed & Pub 82:12+ Ap 30 '49

**NEWS agencies**
Funds for news agencies in have not nations asked; UN body votes Lebanese proposal. D. Willens. Ed & Pub 82:5+ Je 18 '49
*See also*
Associated press
International news service
United press

**NEWS photographers**
Bob Dorman reviews 21 years with Acme. J. L. Collings. Ed & Pub 81:44 D 11 '48
Cicero works among God's frozen people. J. L. Collings. Ed & Pub 82:34 Mr 5 '49
Editor-photographer cooperation stressed at Kent State university's press photography course. Ed & Pub 82:44 Mr 12 '49
Editor-photographer teamwork stressed. J. L. Collings. Ed & Pub 82:11 Mr 26 '49
Fitz; bullets whistled through hotel nightly. J. L. Collings. Ed & Pub 81:46 N 27 '48
Graham Dorsett sings picture song of India. J. L. Collings. Ed & Pub 82:66 My 14 '49
Hatch of Yakima hatches golden egg. J. L. Collings. Ed & Pub 82:72 Ap 23 '49
Herman offers one-man free crime course. J. L. Collings. Ed & Pub 82:40 Jl 30 '49
Impromptu reporter gets page one byline. Ed & Pub 82:40 Jl 23 '49
Julie Boesch finds her work vital as a heart beat. J. L. Collings. Ed & Pub 82:26 Ap 9 '49
Luxton, 50-year man, demands news sense. Ed & Pub 82:30 Ja 1 '49
Mahler and wrestling spell good pictures. J. S. Davenport. Ed & Pub 81:30 D 11 '48
Miss Samuels bats lefty and righty. J. L. Collings. Ed & Pub 81:51 D 4 '48
Oldtimer Armiger still picks the choice jobs. Ed & Pub 82:22 Ja 22 '49
Restrictions lifted at N.Y. race tracks. J. L. Collings. Ed & Pub 82:36 Jl 2 '49
Sherrill has a code; gold badge his reward. J. D. Stanard. Ed & Pub 82:28 F 19 '49
There ought to be a prize for newsreel. J. Walker. Ed & Pub 81:43 D 25 '48
Three photogs record wild shootin' spree. J. L. Collings. Ed & Pub 82:46 F 5 '49
White House lensmen are trained seals. J. L. Collings. Ed & Pub 81:42 D 18; 36 D 25 '48
You work 14 days each week covering spring baseball camps. B. Greene. Ed & Pub 82: 46 Mr 12 '49
*See also*
Bodine, A. Aubrey

**NEWS photographs**
Best '48 news photos. J. L. Collings. il Ed & Pub 82:9-12 Mr 12 '49
Best print winner protested at Kent state university. J. L. Collings. Ed & Pub 82 52 Ap 2 '49
E & P photo contest reaches tenth year J. L. Collings. Ed & Pub 82:34 Ja 15 '49
Jurkowski gets prize for Kasenkina shot. J. L. Collings. il Ed & Pub 82:70 F 26 '49
Pic-conscious Japs prove camera shy at swimming meet at Los Angeles. J. L. Collings. Ed & Pub 82:40 Ag 27 '49
Seattle papers win right to trial pix. F. V. Williams. Ed & Pub 82:49 Mr 26 '49
Service editors seek Communist trial pix. J. L. Collings. Ed & Pub 82:52 F 12 '49
'Twas a grand moment for Nathaniel Fein; Pulitzer prize for news photography. J. L. Collings. il Ed & Pub 82:49 My 7 '49

**NEWSOM, Earl, 1897-**
Portrait. Fortune 39:71 My '49

**NEWSPAPER advertising executives' association**
Annual meeting, Chicago. Ed & Pub 82:3-5 Ja 22 '49
Annual winter conference, Chicago. Ptr Ink 226:71+ Ja 28 '49
Summer conference, New Orleans. Ed & Pub 82:7+ Jl 2 '49
Summer meeting, New Orleans, June 27-29; program. Ed & Pub 82:12 Je 18 '49

**NEWSPAPER associations**
*See also* American newspaper publishers' association; Southern newspaper publishers association

**NEWSPAPER awards**
E&P promotion contest has two double winners. Ed & Pub 82:7+ Mr 19 '49
McQuaid's New Hampshire expose cops Broun award. Ed & Pub 82:10 F 26 '49
NEA awards; Elizabeth (N.J.) daily journal gets prize; why other's don't win. il Ed & Pub 82:18 Je 4 '49
Nine campaigns by daily win agency's trophy. C. Watson. Ed & Pub 82:6 Ja 22 '49
*See also*
Journalism awards

**NEWSPAPER carriers**
Aids given to help carrier collection. E. M. Treadwell. Ed & Pub 82:108 Ap 23 '49
Carrier merit program used by Dayton news. G. A. Brandenburg. Ed & Pub 82:36 Mr 5 '49
Carriers to win scholarships in sports tourneys. Ed & Pub 82:51 Ja 29 '49
Charge of child labor abuses is resented. Ed & Pub 82:30 Ap 30 '49
Circulators in Texas study foundation idea. Ed & Pub 81:28 N 13 '48
Cox says papers must tell carrier value. G. A. Brandenburg. Ed & Pub 82:42 Ap 9 '49
Dunsker hits charge; route work harmful. G. A. Brandenburg. Ed & Pub 82:28 Jl 9 '49
Educators to escort boys on sight-seeing. Ed & Pub 82:34 Ag 6 '49
ICMA thesis advises boy welfare publicity. R. T. Davis. Ed & Pub 82:34 Jl 2 '49
Route management shown in pictures; carrier training in Canada. G. A. Brandenburg. Ed & Pub 82:62 Mr 12 '49

**NEWSPAPER editors, American society of.** See American society of newspaper editors

**NEWSPAPER editors and publishers, International federation of.** See International federation of newspaper editors and publishers

**NEWSPAPER ethics**
Ad influence charge groundless, says CMA. C. Watson. Ed & Pub 82:11 My 28 '49
ASNE deplores acceptance of public funds by newsmen; report of inquiry into Illinois payroll. Ed & Pub 82:3+ Jl 30 '49
ASNE inquiry into payroll expose lauded. Ed & Pub 82:12 Ag 13 '49
Atlanta journal lists editors on Georgia payroll. Ed & Pub 82:44 Ag 6 '49
Be angry. J. S. Pope. Ed & Pub 82:9 Jl 16 '49
California publishers want ad bribery charge aired; California newspapers position on socialized medicine was under way this week. Ed & Pub 82:5+ My 21 '49
Chastises editorial writers. R. M. Hutchins. Ed & Pub 81:6 N 27 '48; Discussion. 81:38 N 27; 38 D 11; 10 D 18; 33 D 25 '48
Chides editors; who'll tag stinkers? J. S. Knight. Ed & Pub 82:6 My 7 '49
Guild flays newsmen on Illinois payroll. Ed & Pub 82:44 My 28 '49
Health plan advocates say foes tempt press. Ed & Pub 82:10 Ag 20 '49
McKelway says press must police itself. G. W. Naves. Ed & Pub 82:8 F 5 '49
$100,000 Wilkes-Barre damage suit dropped. Ed & Pub 81:18 D 4 '48
Press as peace factor. A. H. Sulzberger. Ed & Pub 82:71 My 14 '49

**NEWSPAPER ethics**—*Continued*

Sigma delta chi formed 40 years ago at De-Pauw. G. A. Brandenburg. Ed & Pub 82:26 F 12 '49

SDX group to draft press ethics code. Ed & Pub 81:12 D 4 '48

Some of censorship is laid to press. H. Wagnon; W. D. Reimert. Ed & Pub 82:8 Jl 30 '49

Text of discussion by E&P panel on the press. Ed & Pub 82:6-7+ Mr 26 '49

Three Albany reporters put on payroll list. Ed & Pub 82:64 My 21 '49

**NEWSPAPER guild, American.** See American newspaper guild

**NEWSPAPER libraries**

Microcard editions of newspapers seen; seminar of American press institute at Columbia university. il Ed & Pub 81:9 D 11 '48

Newspaper library seminar is held at Columbia university. Special Lib 40:33 Ja '49

Press cuttings. E. J. C. Smythe. Aslib Proc 1:105-12 Ag '49

17 listed to attend librarians' seminar. Ed & Pub 81:14 D 4 '48

Some steps to follow in merger of libraries. R. J. Shoemaker. Ed & Pub 82:22 Mr 5 '49

Space, training, greatest needs of librarians. il Ed & Pub 82:43 Je 25 '49

*See also* American newspaper publishers association—Library

**NEWSPAPER offices**

Courier-Journal & Louisville Times co. new plant at Louisville, Ky. il Factory Management 107:B62-3 pt 2 Ap '49

Dallas news occupies its $6,000,000 plant. J. Stag. il Ed & Pub 82:12 Mr 26 '49

Edition of 442 pages opens Dallas plant. J. Stag. il Ed & Pub 82:10 My 28 '49

Minneapolis newspapers dedicate new building. il Ed & Pub 82:1-36 sec 2 Je 4 '49

No private offices in San Bernardino Sun-Telegram's building. il Ed & Pub 82:60 F 12 '49

Philadelphia Inquirer boasts palace of rotogravure. il Ed & Pub 82:50 My 28 '49

Press room housed in a Quonset hut. il Ed & Pub 81:65 N 13 '48

Seattle P-I occupies $4,000,000 plant. F. V. Williams. il Ed & Pub 81:7 D 11 '48

Seattle times starts $2,000,000 expansion. Ed & Pub 82:7 Mr 12 '49

**Air conditioning**

Moves shop to job site; heating, ventilating and air conditioning system in the new Los Angeles Mirror building. il Dom Eng 173:141+ Ap '49

**Equipment**

Colorful chapter in expansion plan; St Paul (Minn.) dispatch-pioneer press. il Ed & Pub 81:60 N 13 '48

Mechanical devices held essential for cutting down newsprint waste. E. Weiskittel. Ed & Pub 82:43 Jl 9 '49

Solvent recovery cuts roto ink costs; new Philadelphia Inquirer rotogravure plant. W. B. Leighton. flow diag il Heat & Ven 46:61-6 Mr '49; Same cond. Sheet Metal Worker 40:55-8+ F '49

**Heating and ventilation**

Heating a newspaper plant; Seattle post-intelligencer. il Heat & Ven 46:76-7 O '49

**Layout**

Promotion staff gets large space; Rochester (N.Y.) Democrat & Chronicle building. Ed & Pub 81:58 N 13 '48

**Visitors**

Public likes to visit; planned tours pay. T. S. Irvin. Ed & Pub 81:48 D 18 '48

Skilled guide to show folks new Post-Intelligencer plant. il Ed & Pub 81:56 D 18 '48

Spiel for plant tour put in picture form. T. S. Irvin. Ed & Pub 82:50 My 14 '49

**NEWSPAPER personnel relations association**

New personnel group is allied with ANPA. G. W. Parker. Ed & Pub 82:9+ My 14 '49

**NEWSPAPER promotion association, National.** See National newspaper promotion association

**NEWSPAPER publishers and editors, International federation of.** See International federation of newspaper publishers and editors

**NEWSPAPER television stations.** See Television stations, Newspaper

**NEWSPAPER vendors**

NLRB rules N.Y.C. vendors not employes. Ed & Pub 82:119 Ap 30 '49

**NEWSPAPERS**

Big newspaper year seen for 1949. Ed & Pub 82:5-6+ Ja 1 '49

Coast division of Bureau plugs greatest show. H. C. Bernsten. Ed & Pub 82:12 My 21 '49

Editor and Guild chief view press weakness. L. B. Seltzer; S. Eubanks. Ed & Pub 82:55 Ap 2 '49

E&P panel suggests studies for press self-improvement. Ed & Pub 82:5-6 Mr 26 '49

Newspapers, agencies exploit CSNR values. S. Rovner. Ed & Pub 82:9+ Jl 23 '49

Press analysis plans advance in Calif. C. Watson. Ed & Pub 82:8+ Jl 2 '49

Seltzer, others fined in court expose stunt; Cleveland press fakes divorce petition. Ed & Pub 82:73 F 12 '49

Text of discussion by E&P panel on the press. Ed & Pub 82:6-7+ Mr 26 '49

*See also*

Advertising mediums—Newspapers
College newspapers
Freedom of the press
Journalism
Newsprint paper
Press law
Publicity
Radio broadcasting stations, Newspaper
Reporters
Reporting
Shopping newspapers
Television stations, Newspaper
Trade journals
Women as journalists

**Accounting**

Bookkeeping machines keep circulation records current. G. A. Brandenburg. Ed & Pub 82:54 Ap 2 '49

Controllers' group names technical board. Ed & Pub 81:32 D 18 '48

Layman tells relation of costs to income. G. A. Brandenburg. Ed & Pub 81:38 N 6 '48

Machine accounting saves, improves billing operation. P. L. Graham. Ed & Pub 82:7+ Mr 5 '49

**Advertising**

Ad histories make case for the N.Y. times. T. S. Irvin. Ed & Pub 82:22 Ap 9 '49

Binghamton sun gets results with mail. G. A. Brandenburg. Ed & Pub 81:42 N 27 '48

Chicago weeklies find mail promotion pays. G. A. Brandenburg. Ed & Pub 81:57 D 11 '48

Inland ads promote press among readers. Ed & Pub 81:56 D 18 '48

Little humor helps; it's coin of persuasion. T. S. Irvin. Ed & Pub 81:34 D 4 '48

Reading paper on air promotes Decatur daily. Ed & Pub 82:40 Ja 15 '49

Screen combat team sells N.Y. News space. S. Rovner. il Ed & Pub 81:15+ D 25 '48

7,000 mailings, 6,156 renewals on bargain offer, Yakima morning herald. Ed & Pub 82:34 Ja 1 '49

Tabloids' stories told from coast to coast; Los Angeles mirror. T. S. Irvin. Ed & Pub 82:48 Ap 23 '49

200,000-circulation daily tops all in radio promotion. Ed & Pub 82:16 Ap 16 '49

**Advertising departments**

Clo Phalen proposes wedding of ad-ed departments. J. L. Collings. Ed & Pub 81:46 N 6 '48

Metro mat service holds informal school for newspaper ad men. S. Rovner. Ed & Pub 82:12 Je 18 '49

**Advertising policies**

Kansas dailies still spurn ads for whisky. Ed & Pub 81:37 N 27 '48

**Advertising service**

City-to-city differences shown in ten-market product and brand study; Politz research for Hearst advertising service. E. J. Dever, jr. Ptr Ink 225:43-4+ D 17 '48

Extent of ad copy service described in 43-daily survey. Ed & Pub 82:5 Ag 13 '49

NEWSPAPERS—Advertising service—*Cont.*

Merchandising demands hamper dailies. H. V. Manzer. Ed & Pub 82:18 Ap 23 '49

Merchandising; theory and practice. S. Rovner. Ed & Pub 82:14 My 7 '49

Position, use of 1,766 advertised brands shown in 13-market study; Milwaukee Journal-type consumer analysis. H. E. Green. Ptr Ink 225:42+ D 17 '48

Slide-rule gentry get a new gimmick. T. S. Irvin. Ed & Pub 82:44 Ag 27 '49

Two New England dailies start copy test plan. Ed & Pub 82:12 Ja 8 '49

Type specimen books helpful to advertisers. Ed & Pub 82:20 Ja 1 '49

*See also*

Advertising mediums—Newspapers

Market research, Newspaper

### Anniversary editions

St Paul pioneer press has 420-page centennial. Ed & Pub 82:26+ My 7 '49

64-page edition, adless, marks Norris jubilee. Ed & Pub 82:34 Je 11 '49

### Bibliography

Van Sooy has hobby; books about press. C. Watson. Ed & Pub 81:26 N 27 '48

#### *Union lists*

Newspapers on microfilm; a union check list. 176p pa $2 Association of research libraries, Univ. of Penn. library, Philadelphia '48; Review. Ed & Pub 82:10 Jl 23 '49

### Book news

Papers defend best-seller book list systems. Ed & Pub 82:32 Ap 2 '49

### Book reviews

Missouri clipsheet does book review job. J. M. Carter. Ed & Pub 82:44 My 21 '49

### Circulation

Circulation factors told by John Scott Davenport's new book. Ed & Pub 82:38 Ag 13 '49

Jamestown sun claims 17,000 in first week. Ed & Pub 82:52 My 7 '49

Newspapers continue to gain circulation. Ed & Pub 81:14 N 6 '48

PMs lead in '48 gains of daily circulations. G. A. Brandenburg. Ed & Pub 82:7+ Ja 8 '49

### Circulation managers

Aids given to help carrier collection. E. M. Treadwell. Ed & Pub 82:108 Ap 23 '49

### Circulation systems

Central states group wants more research. G. A. Brandenburg. Ed & Pub 82:46 Ap 16 '49

8,000 Star & Tribune carriers serve Upper Midwest. map Ed & Pub 82:16+ sec 2 Je 4 '49

Factory honor vendors boost newspaper sales. G. A. Brandenburg. Ed & Pub 82:36 Ag 20 '49

Honeymoon is over, assert circulators. G. A. Brandenburg. Ed & Pub 81:38 D 25 '48

Inland makes survey. Ed & Pub 82:62 Mr 12 '49

Miami news erects own sub-station. G. A. Brandenburg. il Ed & Pub 81:52+ N 13 '48

Personnel training stressed in California. Ed & Pub 81:54 N 20 '48

Stickers spotlight suburban area news. G. A. Brandenburg. Ed & Pub 82:42 Ag 27 '49

*See also*

Newspaper carriers

Newspaper vendors

Newspapers—Delivery

Newspapers—Mailing

### Color printing

Four four-tone pages in Milwaukee fashion section. Ed & Pub 82:82 Mr 19 '49

### Columnists

Antoinette Donnelly's several alter egoes. O. J. Rochelle. Ed & Pub 81:36 D 4 '48

Betty Betz, teen-age columnist. Ed & Pub 82:31 Ja 1 '49

Billopp gets better as Beirne goes along. O. J. Rochelle. Ed & Pub 82:36 Mr 26 '49

Column is stethoscope to the heart of a city; Jack S. McDowell, San Francisco Call-Bulletin. C. Watson. Ed & Pub 82:63 F 26 '49

Column tricks make friends, win readers. J. McMaster. Ed & Pub 82:36 Jl 9 '49

Columnar green thumb thrives in greenhouse; Paul Flowers. R. E. Smith. Ed & Pub 82:38 F 26 '49

Corn State editor, syndicate's dream. O. J. Rochelle. Ed & Pub 82:42 F 5 '49

Heart to heart talks help human relations; Ione Quinby Griggs. R. E. Smith. Ed & Pub 81:24 N 27 '48

Jackpot Sherlock; one answer to quiz shows. D. Willens. Ed & Pub 81:16 N 13 '48

Many read columnists to disagree with them. D. M. White. Ed & Pub 81:24 D 11 '48

Missoula gal shines in Hollywood galaxy; Aline Mosby, Hollywood correspondent for United press. E. Goodman. Ed & Pub 82:24 My 28 '49

Pen plus typewriter equals M.A. for artist; Ralph Reichhold. E. F. Brennan. Ed & Pub 82:22 Je 25 '49

Sidney Skolsky, unique as columnist, drugstore is his beat. E. Goodman. Ed & Pub 82:34 Je 25 '49

Tex McCrary mixes a Main St. Manhattan. J. McMaster. Ed & Pub 82:40 Ag 13 '49

Warren's last column pleads for cancer fund. Ed & Pub 82:8 Jl 9 '49

Woman nobody knows solves their problems; Louise Llewellyn. A. Law. Ed & Pub 82:45 Jl 16 '49

*See also*

Roosevelt, Eleanor

Ruark, Robert C.

### Comic strip

AAAA-ANPA group studies comic printing. Ed & Pub 82:57 My 21 '49

Boston post plays fight strip as news. O. J. Rochelle. il Ed & Pub 81:48 N 13 '48

Cartoon strips viewed as free expression. O. J. Rochelle. Ed & Pub 82:42 Ap 16 '49

New artist for kids, Charles H. (Doc) Winner. J. McMaster. Ed & Pub 82:36 Ag 6 '49

New offerings show family strip trend. O. J. Rochelle. Ed & Pub 81:34 D 11 '48

Puppets tickle tots with slapstick jokes; Howard Sparber's Crax and Jax. J. McMaster. Ed & Pub 82:34 My 28 '49

Raymond quit Flash Gordon to be realist. O. J. Rochelle. Ed & Pub 81:50 N 20 '48

University polls opinion on comics. O. J. Rochelle. Ed & Pub 81:44 N 27 '48

### Consolidations

Dayton daily's epitaph; killed by high costs; Two dailies in Halifax eliminated in merger. Ed & Pub 82:8 Ja 8 '49

High production costs force merger in Calif.; San Rafael independent and Marin journal. Ed & Pub 81:11 D 4 '48

### Cooperation

Augusta papers merge for printing operation. Ed & Pub 81:6 D 11 '48

### Correction items

No error too small for a correction item. D. Willens. Ed & Pub 81:20 N 20 '48

### Correspondents

Clinic airs problems of trade area news; Inland daily press editors. Ed & Pub 82:40 Ja 22 '49

*See also*

Newspapers—Foreign correspondents

### Correspondents, Washington

Entire press gallery setup to be reviewed. Ed & Pub 82:6 Ag 20 '49

### Costs

American newspaper publishers association 21st mechanical conference, Chicago; danger signals set on production costs. Ed & Pub 82:7+ Je 11 '49

Costs are not lower, offset publisher says. A. Krebs. Ed & Pub 81:58 D 18 '48

Costs occupy non-metropolitan papers at American newspaper publishers association's convention. Ed & Pub 82:13+ Ap 30 '49

NEWSPAPERS—Costs—*Continued*

Early editions called needless work cost. J. Dragonetti. Ed & Pub 82:7+ Ap 9 '49

Red ink in five months if trend continues; San Francisco newspaper. C. Watson. Ed & Pub 82:8 F 19 '49

### Country newspapers

Country editor has more fun, surely, than anybody on earth. G. Patterson. Ed & Pub 82:8 Jl 16 '49

### Court news

Colorado law permits seal on court news. Ed & Pub 82:49 Je 18 '49

### Crime reporting

ANPA and ASNE fight Baltimore gag rule. Ed & Pub 82:7 Ja 22 '49

Assignment; murderer; cub gets confession. C. Watson. Ed & Pub 82:39 Jl 23 '49

Canham attacks move to bar Reds from news. Ed & Pub 82:45 Mr 19 '49

Dean Cross says Toy's curb on press illegal. Ed & Pub 82:18 Mr 26 '49

Debate rages on sex details in wire copy. Ed & Pub 82:8 Je 25 '49

Editors split on Detroit loyalty oath requirements for police pass. Ed & Pub 82:5+ Ja 29 '49

Inquiry into girl's death nets 51 indictments and cleanup. Ed & Pub 82:7 Ag 6 '49

Judge Gordon explains move for holding up verdict. J. W. Dragonetti. Ed & Pub 82:20 My 7 '49

Legal battle is begun to void Baltimore rule. Ed & Pub 82:6 Ja 29 '49

London paper is fined $40,000; editor jailed for vampire stories. Ed & Pub 82:11 Ap 2 '49

Paper swaps evidence for one-edition scoop; New York Journal-American and packaged divorces. Ed & Pub 81:12a D 4 '48

Seattle times digs evidence that frees lifer. Ed & Pub 82:35 Ja 1 '49

Sunpapers attack validity of Rule 904. Ed & Pub 82:61 My 21 '49

Toy exempts three papers from press card oath. Ed & Pub 82:50 Mr 5 '49

### Delivery

Home delivery helped by magazine tieups. M. Bohen. Ed & Pub 82:48 Je 18 '49

Plane-drop speeds Waco daily's delivery. Ed & Pub 82:30 Jl 23 '49

### Economic news

Good economic news is promotion fodder. T. S. Irvin. Ed & Pub 82:22 Jl 16 '49

Newspapers and economic illiteracy. J. P. Selvage. Comm & Fin Chr 169:963+ Mr 3 '49

### Editorial writers

Editorial writers held included in Guild vote. Ed & Pub 82:42 Ja 22 '49

### Editorials

Chastises editorial writers. R. M. Hutchins. Ed & Pub 81:6 N 27 '48; Discussion. 81:38 N 27; 38 D 11; 10 D 18; 33 D 25 '48

Clinic reveals editor still packs a punch. G. A. Brandenburg. Ed & Pub 82:22 Mr 26 '49

Editor aims his pen at those who mislead. Ed & Pub 81:33 D 25 '48

E-page soul of newspapers. P. C. Edwards. Ed & Pub 82:22 Je 11 '49

Editorial writers to draft code of ethics, standards. R. U. Brown. Ed & Pub 81:5+ N 27 '48

National conference of editorial writers, 2d, Louisville; digest of discussions. Ed & Pub 81:56+ N 27 '48

Salient facts in italics hold editorial on track. E. L. Fay. Ed & Pub 82:42 Ja 15 '49

### Editors

Editors swap notes on jobs at Seattle seminar. F. V. Williams. Ed & Pub 82:30 Je 4 '49

Haggerty, 75, keeps five compositors busy. R. Dove. Ed & Pub 82:28 Ja 15 '49

Pioneer editing spirit revived in California. C. Watson. Ed & Pub 82:9+ Ja 29 '49

Sargent, 31, becomes editor in Portland, Me. Ed & Pub 82:37 Ja 15 '49

*See also*

Booth, George
Dallman, Vincent Y.
Gelders, Isidor
Greene, Abe J.
Leech, Edward T.
McKelway, Benjamin M.
Newbranch, Harvey Ellsworth

### Election returns

APME to widen its scope for members on small dailies; discussion of election reports. Ed & Pub 81:8+ N 20 '48

Dailies' vote gathering speeds upset news. Ed & Pub 81:6 N 6 '48

### Employees

All New York Post newsroom halts for grievance talk. Ed & Pub 82:5-6 F 5 '49

American newspaper publishers association 21st mechanical conference, Chicago, danger signals set on production costs. Ed & Pub 82:7+ Je 11 '49

Arbiter denies raise at World-Telegram. Ed & Pub 82:14 Je 25 '49

Bonus plans effective, N.J. publishers hear. R. Adams. Ed & Pub 82:10 Mr 26 '49

Booklet tells employe his part in production. T. S. Irvin. Ed & Pub 81:54 N 13 '48

53-year veteran retires from Spokane daily; Henry T. Murray. Ed & Pub 81:28 D 11 '48

Guild ad hits illegal Harrisburg contract. Ed & Pub 82:16 Ag 6 '49

Labor problems more complex. Ed & Pub 82:123-5 Ap 30 '49

New personnel group is allied with ANPA. G. W. Parker. Ed & Pub 82:9+ My 14 '49

N.Y. Mailers denied 4th round increase. Ed & Pub 82:5 Ag 6 '49

No punches pulled in employe relations; Cincinnati Enquirer's experiment. Ed & Pub 82:10 Je 18 '49

Pay, hour compromise ends strike in D.C. Ed & Pub 82:12 Ap 16 '49

Personnel front practices surveyed; I.C.M.A. convention. J. J. Corson. Ed & Pub 81:18 Jl 30 '49

Philadelphia paper expands personnel activities. J. Dragonetti. Ed & Pub 82:30 Ag 6 '49

Portland strike ends; pressmen get $3 rise. Ed & Pub 82:13 Mr 12 '49

Pulliam gives country club for employes. Ed & Pub 81:8 D 25 '48

Thackrey, Guild set $120 top minimum. Ed & Pub 82:12 My 14 '49

22 employes retired by Maine newspapers. Ed & Pub 82:53 Ja 8 '49

$275,000 put in fund for Times-Mirror staff. Ed & Pub 82:10 Ja 1 '49

Union pressmen out, editions on schedule. Ed & Pub 82:16 Ag 27 '49

*See also*

Newspapers—Circulation managers
Newspapers—Editorial writers
Printers
Reporters

### Engraving departments

Engraving job; 5,000 inches a day. il Ed & Pub 81:52 D 11 '48

### Failures

Distribution cost drained New York Star's bankroll. D. Willens. Ed & Pub 82:5-6 F 5 '49

### Fashion news

High-style fashions hold reader interest. Ed & Pub 82:18 Ja 22 '49

6,000 at style show; 64 pages in section; Boston Herald's fashion show. Ed & Pub 82:38 F 12 '49

### Finance

Average daily's expense increased 20 per cent in 1948; E&P survey. R. U. Brown. Ed & Pub 82:9 My 7 '49

Controllers predict fair but iffy 1949. Ed & Pub 82:10 Ja 8 '49

'48 revenue up $260,000; $1,034 of it kept for profit. R. U. Brown. Ed & Pub 82:5-6 Ap 2 '49

Hearst report shows management's task. C. Watson. Ed & Pub 82:8 My 7 '49

Iowa dailies' profits and costs analyzed. M. N. Gray. Ed & Pub 82:29 Ag 27 '49

NEWSPAPERS—Finance—*Continued*

It won't take much to dip into red ink. Ed & Pub 81:9 D 25 '48

N.Y. publishers ponder; to control or to expand. J. Walker. Ed & Pub 82:5-6+ Ja 15 '49

Prices raised by 509 dailies. Ed & Pub 82:8 F 19 '49

Profit lag continues in small dailies group. J. E. Gerald. Ed & Pub 82:35 Jl 9 '49

Small city papers see lower '49 net profits. Ed & Pub 82:62 Ap 23 '49

### Financial news

Business and the reading public. E. G. Bowerfind. Comm & Fin Chr 169:969 Mr 3 '49

Financial news coverage and the American system. E. Corrigan. Comm & Fin Chr 169:964 Mr 3 '49

Humanize tax stories. J. K. Lasser. Ed & Pub 82:18 F 5 '49

Selvage urges business news on page two or three. Ed & Pub 82:42 Mr 12 '49

Stitch and study club is Dawson's standard. D. Willens. Ed & Pub 82:23 Ag 20 '49

### Food sections

Food editors strive for practical menu. G. A. Brandenburg. Ed & Pub 81:20+ N 6; 32+ N 13 '48

Let Lillian Martin tell about her food section. G. A. Brandenburg. Ed & Pub 81:24 D 18 '48

### Foreign correspondents

Bigart gets Polk prize; asks U.S. assignment. D. Willens. Ed & Pub 82:66 Mr 12 '49

China scribe's life is a bowl of extremes. A. M. Goul. Ed & Pub 82:18 F 19 '49

Fortunate few cover Mindszenty trial. Ed & Pub 82:13 F 12 '49

Middle East censorship is very tough. C. L. Sulzberger. Ed & Pub 82:50 F 5 '49

Pressman tells of Mindszenty trial coverage. Ed & Pub 82:10 Jl 9 '49

Women hold ground gained in battle. D. Willens. Ed & Pub 82:20 Ja 29 '49

### Foreign editions

ECA guaranty is signed for Herald tribune. Ed & Pub 82:11 Ja 1 '49

### Foreign news

Text of discussion by E&P panel on the press; Mindszenty and Jewish-Arab conflict as examples. Ed & Pub 82:6-7+ Mr 26 '49

### Government news

Armed services' code on publicity clarified. J. J. Butler. Ed & Pub 82:118 Ap 30 '49

Hoover would aid press in State department. Ed & Pub 82:52 F 26 '49

NME interview policy clarified for editors. Ed & Pub 82:9 Ag 27 '49

Problem of security. W. D. Lanier, jr. il U S Naval Inst Proc 75:302-7 Mr '49

Reporters play I spy with probe witnesses; Federal grand jury probe into Communist intrigue. E. Mowery. Ed & Pub 81:10 D 25 '48

*See also*
Newspapers—Correspondents, Washington

### Headlines

Headline hunter keeps them for history; Eric Warner. T. Andereeva. il Ed & Pub 82:8 Jl 23 '49

### History

Berlingske Tidende begins third century. W. H. Freed. il Ed & Pub 82:9+ Ja 1 '49

Columns of E&P for 65 years spotlight journalism's landmarks. A. Robb. il Ed & Pub 82:27-8+ Ap 23 '49

Keene Sentinel in same family for 150 years. J. M. Potter. Ed & Pub 82:18 Ap 9 '49

North Carolina daily grew from $37 start; Kannapolis Daily independent. R. S. Hancock. Ed & Pub 81:32 D 25 '48

### Hobby pages

Hobbies are business for New York sun. D. Willens. Ed & Pub 81:52 D 18 '48

### Industrial news

New England dailies spark move to hold textile mills. Ed & Pub 82:22 Ap 2 '49

### Insurance news

Expert's opinions on press relations. W. E. Schneider. East Underw 50:13 Ap 1 '49

### Insurance requirements

Niceties of cover for newspapers. J. J. Chavanne, jr. Nat Underw 53:7 S 29 '49

### Labor news

Labor can win good press by acting its age. J. W. Dragonetti. Ed & Pub 82:9+ My 28 '49

Labor has its say daily in West Virginia paper, Dominion-News. B. J. Killeen, jr. Ed & Pub 82:53 F 12 '49

### Law

*See* Press law

### Letters

Letters I open! by Ralph McGill's secretary. D. T. Preston. Ed & Pub 82:9+ Mr 5 '49

### Local news

Elgin daily local-minded in text, pix. K. White. Ed & Pub 82:26 Mr 26 '49

### Magazine selling

Home delivery helped by magazine tieups. M. Bohen. Ed & Pub 82:48 Je 18 '49

### Mailing

Des Moines R&T mail room does big job. G. A. Brandenburg. Ed & Pub 82:38 Je 25 '49

Mailing room becomes beehive of activity. il Ed & Pub 82:14+ sec 2 Je 4 '49

Mailroom operations become mechanized. G. A. Brandenburg. Ed & Pub 81:38 D 4 '48

Modern mail rooms speed up delivery. G. A. Brandenburg. Ed & Pub 82:62 F 26 '49

### Make-up

Newspaper of future has dull appearance; Macon News departmentalized edition. J. Parham. Ed & Pub 82:8 Ag 27 '49

### Management

Donald W. Reynolds, sheriff breathless, dailies in marble hall. R. A. Lee. Ed & Pub 81:28 N 27 '48

Managing editors talk shop before Society of editors. Ed & Pub 82:114-17 Ap 30 '49

Philadelphia bulletin abandons copy desk. J. W. Dragonetti. il Ed & Pub 82:13 My 21 '49

### Market research

*See* Market research, Newspaper

### Microfilms

*See* Microcards; Microfilms—Catalogs

### Morning newspapers

Madison papers show gain in changeover. H. Spears. Ed & Pub 82:34 F 19 '49

Publisher tells story of Madison change. D. Anderson. Ed & Pub 82:70 F 12 '49

### Negro relations

South's newspapers fighting Klanism. R. W. Brown. Ed & Pub 82:20 Jl 23 '49

### Photography departments

Times photo dept. roomiest in town. J. L. Collings. il Ed & Pub 82:26 My 21 '49

*See also*
News photographs

### Political influence

Pact on fishing is credited to daily's crusade; Providence journal. Ed & Pub 82:20 F 19 '49

Voters heed papers in 11th hour switch; Fairchild elected attorney general of Wisconsin. G. H. Koenig. Ed & Pub 81:24 D 4 '48

### Political news

ASNE panel of editors discusses elections. Ed & Pub 82:106+ Ap 30 '49

Let hardboiled reporters search for vote trends. R. A. Roberts. Ed & Pub 81:12+ N 13 '48

NEWSPAPERS—Political news—*Continued*

Now's the time to end guesswork journalism. G. S. Lasher. Ed & Pub 81:67-8 N 20 '48

Trial by newspaper; ordeal of Edward U. Condon. J. T. Klapper and C. Y. Glock. Sci Am 180:16-21 F '49

Trial of Communists gets heavy coverage. J. L. Collings. Ed & Pub 82:9 Ja 22 '49

### Prices

Circulators discuss likely rate raise. G. A. Brandenburg. Ed & Pub 82:33 Ja 1 '49

### Printing

All-offset Texas daily is successful venture. N. Lamb. Ed & Pub 82:22 Jl 2 '49

Allentown, Pa. has unique tele system. J. W. Dragonetti. il Ed & Pub 82:53-4 My 14 '49

AAAA-ANPA group studies comic printing. Ed & Pub 82:57 My 21 '49

ANPA research. C. M. Flint. Ed & Pub 82:24+ Ap 30 '49

Augusta papers merge for printing operation. Ed & Pub 81:6 D 11 '48

Challenges dailies to make change. W. Baumrucker, jr. Ed & Pub 82:9+ Ap 30 '49

Cooperative effort makes more attractive newspapers. W. C. Crighton. Ed & Pub 82:52 Ap 9 '49

Fast production is goal of 48 Star & Tribune press units. il Ed & Pub 82:12 sec 2 Je 4 '49

Mechanical committee claims gains. Ed & Pub 82:38 Ap 30 '49

Miami half-strike seen as pressure on Knight; News crew sets type for Herald. il Ed & Pub 82:7 Ja 1 '49

Miami papers share facilities in full strike. Ed & Pub 82:12 Ja 8 '49

New handbook on printing by ANPA, 4A. Ed & Pub 82:22 Jl 30 '49

New rotogravure plant of Philadelphia inquirer recovers solvents used in roto printing inks. R. Savery. flow diag il Inland Ptr 122:64-6 Mr '49

Offset can benefit tabloid weeklies. Ed & Pub 82:58 Je 11 '49

Reviews some strike lessons. J. L. Maloney. Ed & Pub 82:20 Ap 2 '49

Tells how to save man hours in composing room. Ed & Pub 82:53 Je 11 '49

Unusual use of graphotype machines provides fast, flexible news coverage for paper still without printers. il Inland Ptr 122:50 F '49

*See also*
Newspapers—Color printing

### *Photomechanical processes*

Chicago dailies round out first year of ITU strike. G. A. Brandenburg. Ed & Pub 81:7+ N 20 '48

Cold type production costs cut in his pilot plant. R. Price. Ed & Pub 81:54 D 11 '48

### Prize contests

Contest sends freedom story 'round world. V. Charles. Ed & Pub 82:32 Mr 19 '49

### Public relations

British newspapers have a public relations plan. L. Fletcher. Ed & Pub 82:16 Jl 23 '49

Newspaper public relations plan designed by NNPA. Ed & Pub 82:22 Je 18 '49

Spread the spending theme good for public relations. T. S. Irvin. Ed & Pub 82:42 Je 25 '49

### Publishers

*See also*
Knowland, Joseph R.

### Radio competition

Radio v. newspaper; a study in Midcity, U.S. C. E. Swanson. Ed & Pub 81:26-7 N 13 '48

### Radio cooperation

Radio groups embrace AP mutuality ideals. J. Walker. Ed & Pub 81:50 D 18 '48

Seattle Post-Intelligencer arranges radio station tieup. Ed & Pub 81:32 N 20 '48

### Radio program listing

Radio logs, out for year, back with ad tieup. Ed & Pub 82:32 Mr 12 '49

### Radio reporting

Short-wave has long history at N.Y. times. Ed & Pub 82:18 My 21 '49

### Radio transmission

Facsimile transmission of newspapers. F. Grossman. il diags Radio & Tv N 41:62-3+ Mr '49

Fax in the bank lobby; Columbia savings bank, Columbia, Mo. provides customers with a daily facsimile newspaper. J. M. Carter. il Banking 41:24+ Ja '49

How facsimile spreads the news; illustrations with text. Bsns W p72 My 7 '49

Missouri University develops talking newspaper. Ed & Pub 82:34 Ja 22 '49

No immediate threat seen in facsimile. G. G. Tucker. Ed & Pub 82:100 Ap 30 '49

### Reader interest

ARF issues third report on Pa. daily, Johnstown tribune. Ed & Pub 81:18 D 18 '48

11 ads get high ranking in Study 124. Ed & Pub 82:24 Ja 29 '49

High school students duck formal writing. N. Jordan. Ed & Pub 82:46 F 19 '49

Local ads get high scores in Study 125. Ed & Pub 82:16 F 19 '49

Many read columnists to disagree with them. D. M. White. Ed & Pub 81:24 D 11 '48

Survey shows women favor obits, weather. Ed & Pub 82:20 Ag 27 '49

10th anniversary finds CSNR well established. S. Rovner. Ed & Pub 82:14 Jl 9; 9+ Jl 23 '49

### Real estate news

Detroit news gets top award for realty page. Ed & Pub 81:6 N 20 '48

Real estate specialist valuable. L. B. Seltzer. Ed & Pub 81:70 N 13 '48

Realty editors favor seminar at Columbia. Ed & Pub 82:76 F 26 '49

### Religious news

Miss McDowell, religious news dean, retires. Ed & Pub 82:43 F 12 '49

Religious subjects break into news; Greatest story every told, F. Oursler's new book. O. J. Rochelle. Ed & Pub 82:50 F 12 '49

### Reports

Too few reports talk in terms of service. T. S. Irvin. Ed & Pub 82:38 Ja 15 '49

### Sales promotion

Central group defines four phases of promotion. G. A. Brandenburg. Ed & Pub 81:9 N 13 '48

Cow-in-silo edition of Yukon Sun shines. T. S. Irvin. Ed & Pub 82:38 Mr 19 '49

Don Olson's world trip a natural for Star and tribune. G. A. Brandenburg. Ed & Pub 82:58 Je 4 '49

E&P contest inspires review of year's work. T. S. Irvin. Ed & Pub 81:58 D 11 '48

Ever try imagination in promotion effort? T. S. Irvin. Ed & Pub 82:36 F 12 '49

Every reader wants to be your editor. T. S. Irvin. Ed & Pub 82:34 Jl 30 '49

Go after big game with fundamentals. T. S. Irvin. Ed & Pub 81:37 D 25 '48

Is management sold on promotion efforts? T. S. Irvin. Ed & Pub 82:38 Ja 29 '49

Let promotion begin with public service. T. S. Irvin. Ed & Pub 82:38 My 28 '49

Magazine circulation figures help dailies. T. S. Irvin. Ed & Pub 82:48 Ap 16 '49

Many little services make big promotion. T. S. Irvin. Ed & Pub 82:65 F 26 '49

Meet the folks copy makes paper human. T. S. Irvin. Ed & Pub 82:26 Jl 2 '49

Metro's comics party effective vaudeville. T. S. Irvin. Ed & Pub 82:36 Ja 1 '49

NNPA parley puts fundamentals first. T. S. Irvin. Ed & Pub 82:84 Ap 30 '49

NNPA told hard-selling days for newspapers demand better promotion and customer service. N. Kelne. Ptr Ink 227:75+ Ap 29 '49

New England group has baseball program. G. A. Brandenburg. Ed & Pub 82:48 F 12 '49

New Sunday Pittsburgh post-gazette promoted to the sky. Ed & Pub 82:10 Ap 2 '49

95,000 attend 20th Chicago musical festival. G. A. Brandenburg. Ed & Pub 82:32 Ag 27 '49

NEWSPAPERS—Sales promotion—*Continued*

Promotion item no. 1 is news, says P. Hoyt; Sell reading habit says W. P. Steven. Ed & Pub 82:23 Ap 30 '49

Promotion takes cruise on Tennessee river. T. S. Irvin. Ed & Pub 82:26 Jl 23 '49

Promotional prods build reading habit. T. S. Irvin. Ed & Pub 82:38 Ag 6 '49

Public service tops in Star & Tribune promotions. il Ed & Pub 82:20 sec 2 Je 4 '49

Street sample technique tried in Washington. Ed & Pub 82:34 Ja 1 '49

Survey reveals wide scope of promotions. Ed & Pub 82:45 Ag 13 '49

This romance theme starts in newsroom. T. S. Irvin. Ed & Pub 81:42 N 6 '48

Toot your own horn or taps may be tooted. T. S. Irvin. Ed & Pub 82:42 Je 18 '49

Tree and now social security in Rio Grande valley; Jack Cronenwett promotion. T. S. Irvin. Ed & Pub 82:34 Mr 12 '49

23 dailies join New England baseball project. Ed & Pub 82:18 Jl 2 '49

Writing awards to be sponsored by 15 dailies. Ed & Pub 81:28 D 25 '48

### Science news

Atom seminar inspires keen science coverage; University of Minnesota's journalism school. Ed & Pub 82:8+ Ja 29 '49

### Service

Charity begins often in newspaper offices. T. S. Irvin. Ed & Pub 82:40 Ag 20 '49

Community vitality experiment related. H. C. Tate. Ed & Pub 82:30 My 21 '49

Emily Post's etiquette to aid traffic safety. Ed & Pub 82:38 My 7 '49

New England dailies spark move to hold textile mills. Ed & Pub 82:22 Ap 2 '49

New England market handy in one directory; Tony Glavin's bibliographical compilation of market and media information and merchandising services available from New England newspapers. T. S. Irvin. Ed & Pub 82:40 F 5 '49

Operation safety cuts Shreveport toll. M. Brown. Ed & Pub 82:20 Ag 6 '49

Papers told to attend to community duties. Ed & Pub 82:28 Ap 16 '49

Presidential timber arrayed for voters. R. A. McConnell. Ed & Pub 82:51 My 7 '49

Press commission audits Washington state finances. C. Watson. Ed & Pub 82:6 Ag 6 '49

Quake tests ingenuity of South American newsmen. Ed & Pub 82:6 Ag 13 '49

Readers back paper exposing hospital laxity. Ed & Pub 82:20 Ag 20 '49

Reporters reveal work behind payroll expose; George Thiem and Roy J. Harris. G. A. Brandenburg. Ed & Pub 82:24 Ag 27 '49

Salt Lake City dailies provide polio insurance. Ed & Pub 82:34 Jl 2 '49

San Diego Journal team uses socking technique. C. Watson. Ed & Pub 82:26 F 19 '49

Seattle times digs evidence that frees lifer. Ed & Pub 82:35 Ja 1 '49

Should newspapers campaign? Ed & Pub 82:10+ Je 25 '49

Special edition proceeds buy site for park; Lock Haven express. Ed & Pub 81:38 N 20 '48

Tedious search of records nets prize expose; Kos Semonski investigates dunning for old building and loan debts. J. W. Dragonetti. Ed & Pub 82:23 Jl 9 '49

### Society news

Society page coverage debated at API seminar. Ed & Pub 82:14 Je 11 '49

### Special editions

Giant editions show return to hard-selling. Ed & Pub 81:6 D 18 '48

10,000 orders for Unlimited exceed limit; Dallas morning news. Ed & Pub 82:24 Je 18 '49

Texas unlimited will glow with color. Ed & Pub 82:16 My 21 '49

*See also*
Newspapers—Anniversary editions

### Sports news

Sports editors thresh out common problems; Inland daily press association. Ed & Pub 82:30+ My 14 '49

### Statistics

*See also*
Newspapers—Circulation

### Sunday editions

Sunday papers climb faster. Bsns W p74-6+ Ap 2 '49

### Syndicate service

Best-sellers served while they're hot; newspaper serialization by the Post-Hall syndicate. Ed & Pub 82:44 My 14 '49

Business news is everyone's business; Harvey Runner column ready for syndication. O. J. Rochelle. Ed & Pub 81:40 N 6 '48

Camp-born feature keeps little folk busy; Herbert Sweet's column. J. McMaster. il Ed & Pub 82:36 Je 18 '49

Family features still season's leaders. O. J. Rochelle. Ed & Pub 81:34 D 25 '48

Model cutouts spur house plan service. Ed & Pub 82:24 Ja 8 '49

New team for BION. J. McMaster. Ed & Pub 82:36 Ag 6 '49

N.Y. Star features become Star syndicate. O. J. Rochelle. Ed & Pub 81:44 D 18 '48

Post syndicate name changed; it's Post-Hall. Ed & Pub 82:47 Mr 19 '49

Religious subjects break into news; Greatest story every told, F. Oursler's new book. O. J. Rochelle. Ed & Pub 82:50 F 12 '49

St Cloud times set cornerstone of home plans. Ed & Pub 82:20 F 12 '49

#### *Directories*

Twenty-fourth annual directory; syndicates, features, news and photo services. Ed & Pub 82:5-60 sec 2 Ag 6 '49

### Taxation

Court denies review of expansion needs. J. J. Butler. Ed & Pub 82:6 Ja 22 '49

Exempt paper fights tax on competitor. Ed & Pub 82:65 F 12 '49

Supreme court asked to rule on newspaper advertising. J. Walker. Ed & Pub 81:5+ D 18 '48

### Telegraph service

Big three protest word minimum on press wires. Ed & Pub 82:24 Mr 19 '49

Dark spot in white paper; did press misinterpret? J. J. Butler. Ed & Pub 82:46 Ag 13 '49

U.S. rate proposals called backward step; proposed International telegraph regulations. Ed & Pub 82:64 Ap 30 '49

### Television competition

Dailies fare well with tv. D. Jones. Ed & Pub 82:7 Jl 2 '49

Tv brings A.M. paper into sharper focus. J. Walker. Ed & Pub 82:38 Mr 26 '49

Tv can become tough competitor. E. Laycock. Ed & Pub 82:62 Je 11 '49

Video's effect on sales scanned by circulators. Ed & Pub 82:20 Mr 26 '49

### Television stations

*See* Television stations, Newspaper

### Transportation

Motor routes held essential service. G. A. Brandenburg. Ed & Pub 82:36 My 7 '49

Newspapers' drivers set new safety record. Ed & Pub 82:90 Ap 30 '49

Strikes biggest threat in freight movement. Ed & Pub 82:102-3 Ap 30 '49

Toronto star maintains automotive shop for trucks. J. Montagnes. il Ed & Pub 82:53-4 Mr 12 '49

### Typography

Fifth time for N.Y. Times as winner of F. W. Ayer cup. il Ed & Pub 82:22 Ap 30 '49

Papers can improve inside page makeup. K. E. Olson. Ed & Pub 82:55+ F 12 '49

25 typography awards listed. il Ed & Pub 82:55 F 12 '49

### Visitors

*See* Newspaper offices—Visitors

### Weekly newspapers

Weeklies receive tips to develop business; 36th annual Newspaper institute, Seattle, Jan. 20-22. Ed & Pub 82:26 F 5 '49

## NEWSPAPERS—*Continued*

### Women's sections

Women's pages given new mental makeup. G. W. Parker. Ed & Pub 82:15 Je 4 '49

### Alaska

Alaska journalism; hard socks, high costs. G. A. Brandenburg. Ed & Pub 82:24 Jl 16 '49

### Augusta, Georgia

Augusta papers merge for printing operation. Ed & Pub 81:6 D 11 '48

### Australia

Picture daily in Australia first across 400,000-line; Melbourne sun news-pictorial. K. Murdoch. Ed & Pub 82:52 F 5 '49

### Berlin

Airlift helps free press in battle of Berlin. P. Bube. Ed & Pub 82:53 Ap 16 '49

### California

California publishers want ad bribery charge aired; California newspapers position on socialized medicine was under way this week. Ed & Pub 82:5+ My 21 '49

Nine campaigns by daily win agency's trophy. C. Watson. Ed & Pub 82:6 Ja 22 '49

### Canada

Critic of press confused says Ottawa Journal. Ed & Pub 82:60 Ap 30 '49

Newspaper stock popular in Canada. R. Carmichael. Ed & Pub 81:50 N 27 '48

*See also*

Canadian press

### Chicago

Taft-Hartley strike enters second year; Chicago newspaper shutdown. il Bsns W p96-9 D 11 '48

### China

Chinese Communists and the foreign press. Economist 157:788+ O 8 '49

Hope for resuming Shanghai daily is dim. Ed & Pub 82:22 Ag 20 '49

### Copenhagen

Berlingske Tidende begins third century. W. H. Freed. il Ed & Pub 82:9+ Ja 1 '49

### Europe

European circulation resembles see-saw; European edition of New York herald tribune. Ed & Pub 81:18 N 20 '48

### France

Only 14 dailies survive in Paris; few investors. G. Langelaan. Ed & Pub 82:41 Mr 5 '49

Spicy headlines sell Paris papers as prices go up. G. Langelaan. Ed & Pub 82:34 Ja 8 '49

### Germany

Civil Liberties Union director for de-control of Reich press. Ed & Pub 81:55 D 18 '48

### Great Britain

British inquiry board urges General council of press. Ed & Pub 82:10+ Jl 2 '49

British inquiry hits press performance. D. Willens. Ed & Pub 82:9 Ag 6 '49

British newspapers have a public relations plan. L. Fletcher. Ed & Pub 82:16 Jl 23 '49

Daily Mirror newspapers, limited; statement by the chairman at 29th annual general meeting. H. G. Bartholomew. Economist 156:1115 Je 11 '49

Daily news limited; statement by the chairman at annual general meeting. L. J. Cadbury. Economist 157:216-17 Jl 23 '49

Hunger for newspapers. Economist 156:93-4 Ja 15 '49

Inquest on the press; comments on report of Royal commission on the press. Economist 157:3-5 Jl 2 '49

*See also*

Kemsley newspapers limited

### Guam

Guam news at three, dominates West Pacific. Ed & Pub 81:22 D 25 '48

### Hawaiian Islands

Hawaii's papers hit by waterfront strike. M. Epstein. Ed & Pub 82:26 Je 25 '49

### Honolulu

Austerity in force on Honolulu papers. M. Epstein. Ed & Pub 82:43 Jl 23 '49

### Illinois

Illinois editors defend employment by state. Ed & Pub 82:113 Ap 23 '49

Payroll story called disgrace to the press. Ed & Pub 82:6 My 7 '49

Three on Illinois payroll leave Gannett daily. Ed & Pub 82:12+ My 14 '49

### Indonesian Republic

Non-Dutch press really in dutch in Indonesia. A. C. Brackman. Ed & Pub 82:53 Ap 2 '49

### Iowa

Iowa dailies' profits and costs analyzed. M. N. Gray. Ed & Pub 82:29 Ag 27 '49

### Italy

Italy turns to U.S. brand of reporting; instructor Dr E. Klerr. O. J. Rochelle. Ed & Pub 82:61 Mr 12 '49

### Japan

Japan's editors expose communism. D. C. Imboden. Ed & Pub 82:8+ Ag 6 '49

### Latin America

Newsprint is rated as necessity in Chile. A. Silva-Carvallo. Ed & Pub 81:10 N 27 '48

### Los Angeles

Advertisers bought 550 pages of space in the Mirror before first issue. Sales Management 61:168 N 10 '48

Five cents daily upsets seven cents rivals. Bsns W p84-5 N 13 '48

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*See also*

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|---|---|
| Amines | Nitration |
| Ammonia | Urea |
| Cyanides | |

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Lubrication and lubricants
Lubrication and lubricants (cutting and grinding)
Makita oil
Oil fuel
Oil industries
Oleomargarine
Olive oil
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Aberration (optics)
Densitometers
Diffraction gratings
Interferometers
Kerr cells
Light filters
Magnifiers
Measuring instruments, Optical
Microscope and microscopy
Mirrors, Parabolic
Monochromators
Photometers
Polariscope
Prisms
Projection apparatus
Reflection (optics)
Refractometers
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Sextant
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Telescope

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Verdet constant

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*See also*

Aberration (optics)
Absorption of rays
Beer's law
Color
Diffraction
Fluorescence
Interference (light)
Lenses
Light
Luminescence
Measuring instruments, Optical
Photochemistry
Photoelasticity
Photographic optics
Photometry
Photomicrography
Polarization (light)
Prisms
Radiation
Reflection (optics)
Refractive index
Spectrum
Television

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Color sense
Eye strain
Sight

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*See also*

Fluorspar
Geology
Gold ores
Iron ores
Metasomatism
Mines and mineral resources
Placer deposits

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**ORE flotation.** See Flotation process

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*See also*

Ore chutes

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*See also*

Assaying
Ore sampling

**ORE transportation**

*See also*

Iron ores—Transportation
Ore ships

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Cyanide process
Electrometallurgy
Flotation process
Gold metallurgy
Iron metallurgy
Metallurgical plants
Metallurgy
Sintering
Tailings
Tube mills
Zinc metallurgy

**OREGON**

*See also*

Botany—Oregon
Hydroelectric plants —Oregon
Roads—Oregon

**ORES**

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*See also*

Copper ores
Geology
Gold ores
Iron ores
Lead ores
Manganese ores
Metallurgy
Metals
Mines and mineral resources
Ore deposits
Ore sampling
Ore treatment
Tungsten ores
Zinc ores

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*See also*
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Pacific coast

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*See also*
Candy bar wrappers
Merchandize cards
Package goods—Gift packages

**Copyright**

Package copyright permitted. Mod Packaging 22:276 Ap '49

**Family of products**

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Cake strategy; new Merita cake labels. il Mod Packaging 22:97-9 Ag '49
Color boost for candy; Imperial candy co. of Seattle changes from single stock bag to nine-color program identifying 19 varieties. il Mod Packaging 22:157 Ap '49

**PACKAGE design**—Family of products—*Cont.*

Diamond coordinates; eighty five match brands reduced to four; package planning for two lines of paper and wood products. il Mod Packaging 22:108-12 Jl '49

Direct sellers; packaging for mail-order catalog, or house-to-house salesman; Blair of Virginia. il Mod Packaging 23:94-6 S '49

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Identity for auto parts; Walker's packages for new line of replacement oil filters. il Mod Packaging 22:106-7+ F '49

Jobber packages; S.O.S. new trade symbol, improved color treatment. il Mod Packaging 22:122 F '49

New Du Barry; five or six basic container forms adapted to entire line of cosmetics. il Mod Packaging 22:134-6 D '48

Powerful owl; permanent trademark for Red Owl stores. il Mod Packaging 22:88-9+ Ag '49

Unmistakably Mayer; meat packer's new trademark and package redesign. il Mod Packaging 22:122-3+ My '49

We learned the hard way to pre-test packages; Golden State's butter carton. W. S. Forrest, jr. il Sales Management 62:106+ My 20 '49

Western prize-winner; Patek's family of laundry supplies. il Mod Packaging 22:140-2 Jl '49

**PACKAGE goods**

Hickok modernizes; tweed motif in visibility packages and new display units. il Mod Packaging 22:126-8 My '49

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Candy trade
Canned food
Cigarets
Coffee
Containers
Food packages
Labels
Merchandize cards
Package design
Packaging
Packaging machinery
Toilet goods

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Consumer education; General Mills uses movies, radio and ad copy to build appreciation for packaging's contribution to American living. il Mod Packaging 22:80-1+ F '49

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Beauty in bulbs; Mulfords of Lebanon, Ohio, merchandise a drab product with colorful packaging. il Mod Packaging 22:124-5 Ap '49

Color for pens; Parker Aeromatic 51 cases harmonize box linings with product colors. il Mod Packaging 23:116 S '49

Color strategy; Carter's ink co.'s new packaging. il Mod Packaging 22:98-101 Ja '49

Dental assistance; packaging for 1,094 kinds of teeth shows how colors and symbols can classify complicated line. il Mod Packaging 22:126-8 Je '49

We learned the hard way to pre-test packages; Golden State's butter carton. W. S. Forrest, jr. il Sales Management 62:106+ My 20 '49

### Combination packages

Heat-sealed deal; Jell-O's three-package combination. il Mod Packaging 22:112-13 Ja '49

### Gift packages

Gem-like setting; acrylic diamond package. il Mod Packaging 22:118 Ja '49

Gift trends. il Mod Packaging 22:83-9+ My '49

Pictorial preview of trends in cosmetics; Christmas packages. il Mod Packaging 23:84-7+ S '49

Plastics for silver; International's gift sets. il diag Mod Packaging 22:120-1+ D '48

Snow packages; polystyrene foam packages in cosmetic and candy trades. il Mod Packaging 22:126 Ja '49

Upgrading the watch band; gift packaging by Speidel corp. il Mod Packaging 22:106-7 Ag '49

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*See* Package design—Copyright; Packaging—Laws and regulations

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Color strategy; Carter's ink co.'s new packaging. il Mod Packaging 22:98-101 Ja '49

Farm advertiser changed package and sales jumped 22 per cent; Sargent feed and chick starter products. H. E. Green. il Ptr Ink 225:40-1 D 10 '48

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O-Cedar re-packages entire line to speed impulse purchases. G. Barnes. il Sales Management 61:98+ N 20 '48

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Western prize-winner; Patek's family of laundry supplies. il Mod Packaging 22:140-2 Jl '49

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*See also*

Packaging materials—Moisture protection

### Size

18-stick gum pack; Wrigley tests demand for large 15-cent unit. il Mod Packaging 22:91 Mr '49

### Testing

Variations in test results and field use. Mod Packaging 22:132 F '49

**PACKAGE goods**—*Continued*

### Sweden

Swedish carton comes to U.S.; folding box and liner provide siftproof, airtight reclosable package at low cost. il Mod Packaging 22:120-3+ Ap '49

**PACKAGING**

Automotive supplies; increased emphasis on packaging. il Mod Packaging 23:112-15 S '49

Bufferin's debut; Bristol-Myer's aspirin competitor appears in polyethylene-capped glass vial. il Mod Packaging 22:114-15+ D '48

Continuous lines multiply output of twisted pretzels. J. V. Ziemba. il Food Ind 21:1044-8 Ag '49

Conveyorized packaging line. il Factory Management 107:131 F '49

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Less handling, lower unit cost; conveyors, efficiency work tables, unit containers, lifting devices, special carts, tilting machines, and stockracks speed packaging and packing operations; Plomb tool co. il Factory Management 107:74-6 F '49

Packaged for hobbyists; take-home cartons open new outlet for Presdwood; Craft-paks. il Mod Packaging 22:101+ Mr '49

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Planned packaging; maker of transformers puts 175 different products in four packages. il diags Mod Packaging 22:116-18 N '48

Positioned packaging; Yale & Towne boxes parts in order in which they are assembled. il Mod Packaging 22:116-17 Je '49

Proper packaging protects products. il Dom Eng 172:156 N '48

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*See also*

Bottling
Closures (containers)
Containers
Food packages
Fruit—Prepackaging
Meat—Prepackaging
Packaging machinery
Packaging materials
Packing for shipment
Sealing (packaging)
Vegetables—Prepackaging

### Contract packaging

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### Cost

Successful packages do not have to be expensive; abstract. J. A. Walls. Mod Packaging 23:118-19 S '49

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Master cartoner; accumulator puts cartons within cartons. il Mod Packaging 22:158-9 Ap '49

**PACKAGING conference and exposition.** See American management association—Packaging conference

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Coordinating packaging, production and sales; abstract. N. McCash. Mod Packaging 22:134-5 Je '49

**PACKAGING institute**

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Packaging lab; how and why; Western Waxed Paper laboratory, study in research and development function. G. F. Chase. il plan Mod Packaging 22:88-91 F '49

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**PACKAGING machinery**

Arden's diced cream; easy-opening, single-service package. il Mod Packaging 22:100-2 N '48

Automatic enveloper takes foil material from roll and turns out powder-filled packets. il Mod Packaging 22:134-5 Jl '49

Automatic machine packs tubes into individual cartons. il Radio & Tv N 41:55 Mr '49

Automatic oil-packaging; illustrations with text. Bsns W p48+ O 8 '49

Automatic packing of electronic tubes cuts costs; illustrations with text. Mill & Factory 45:100 S '49

Birds Eye goes automatic; converts to machines designed for handling cellophane-lined, lock-tab carton. il Mod Packaging 22:92-5 Jl '49

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Master cartoner; accumulator puts cartons within cartons. il Mod Packaging 22:158-9 Ap '49

Master control speeds walnut packaging. il Elec West 102:84 Ap '49

New formed unit pack of aluminum foil; high-speed machine makes single-use packets and fills them with powders, pills or liquids. il Mod Packaging 22:152-3 Ap '49

One-piece heat-seal carton; wax-resin-polymer coating makes folding carton an effective moisture barrier; Seabrook's Bridgeton, N.J. plant. il Mod Packaging 22:104-9 D '48

Open-end cereals; Quaker's new sleeve package is produced on standard packaging equipment. il Mod Packaging 22:82-5 Ag '49

**PACKAGING machinery**—*Continued*

Overwrapped can; metal-end, fibre-body container overwrapped with gravure-printed cellophane. il Mod Packaging 22:128-30 N '48

Packaging machinery uses plastics; bottling hydrogen peroxide; acrylic potato chip machine. il Mod Plastics 26:69-71 Mr '49

Packaging to seal in profits. il Mod Ind 18: 130+ Ag '49

Positive feed permits high-speed packaging of small parts; Count-O-Matic machine. il diags Product Eng 20:104-5 O '49

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Filling machines

Wrapping machines

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Paint, Fungicidal

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Fluorescence
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Geophysics
Heat
Heat transmission
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Hydrodynamics
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Ions
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Gas, Natural—Pipe lines

Gas distribution

Gasoline pipe lines

Petroleum pipe lines

Pipe bends

Pipe joints

Pipe laying

Piping (power plants)

Sewer pipes

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Steam pipe lines

Underground structures

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### Cleaning

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*See also*

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Ceramics
Clay
Cooking ware
Cups
Enamel and enameling
Glazes
Kilns
Potteries
Stoneware
Tableware
Tiles

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Forest products; committee report, A.A.R. Purchases and stores division. Ry Age 127:80-1 Jl 9 '49

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Planning required to assure timber supply; abstract. C. D. Turley. Ry Age 126:591-2 Mr 19 '49

Timber treatment, review and outlook; abstract. H. von Schrenk. Ry Age 126:590-1 Mr 19 '49

*See also* Railway tie association

### Statistics

Tie renewals declined again in 1948. il Ry Age 127:252-5 Ag 6 '49

**RAILROAD ties, Concrete**

British prestress railroad ties. H. Kaylor. il Eng N 143:46 Jl 14 '49

Concrete sleeper making plant at a Royal ordnance factory. il Engineer 186:680-2 D 31 '48; Engineering 167:138-9 F 11 '49

**RAILROAD tracks.** See Railroads—Track

**RAILROAD turntables.** See Turntables

**RAILROADS**

Railroading in stampdom; more than 800 railroad stamps have been issued by 78 different countries. il Ry Age 127:380-1 Ag 27 '49

*See also*

Air brakes
Bridges, Railroad
Cars
Electric railroads
Freight car service
Freight cars
Locomotives
Motor cars (railroad)
Mountain railroads
Railroad engineering
Railroad research
Railroad ties
Railroads and state
Rails
Railway mail service
Rapid transit
Street railroads
Transportation

*also* subdivision Railroads under names of cities, e.g. Chicago—Railroads; Washington, D.C.—Railroads

### Abandonment

Abandonments decline slightly in 1948; U.S., Canada and Mexico. H. E. Michael. Ry Age 126:140-2 Ja 8 '49

N.Y.O.&W. to ask court for abandonment authority. Ry Age 126:840 Ap 23 '49

### Accidents

Accidents on railways, 1948. Engineer 188:20 Jl 1 '49

Association of American railroads, Safety section, 29th annual meeting, St Paul, May 23-25. Ry Age 126:1127-8 Je 4 '49

Deaths in railroad accidents at 61-year low in '48. Ry Age 126:452 F 26 '49

Derailment safety-guide, high crossover rail, cause accident, May 20 near Emory, Utah. Ry Age 127:303-4 Ag 13 '49

42 passengers killed in 1948 train and train-service accidents. Ry Age 126:415-16 F 19 '49

Railway accidents in 1948. Engineering 168:86 Jl 22 '49

Report says accident inquiry disclosed lax supervision; collision near Pleasant Gap, Pa. Ry Age 125:1137-40 D 11 '48

Roller-bearing-equipped journal causes derailment of Pennsylvania's Broadway Limited near Fort Wayne. Ry Age 127:96-8 Jl 9 '49

Stress difficulty of detecting overheated bearings in Diesels; report on three accidents. Ry Age 126:841-2 Ap 23 '49

Would end evasive accident reporting. Ry Age 127:567-8 S 24 '49

*See also*

Dining cars—Accidents
Grade crossing accidents
Locomotives—Failure

### Accounting

Depreciation charges should vary with replacement costs. A. K. Atkinson. il Ry Age 126:224-7 Ja 22 '49

Machines prorate freight revenues. J. G. Wormick. il Ry Age 126:950-2 My 14 '49

P.R.R. mechanizes freight offices. il Ry Age 127:518-19 S 17 '49

*See also*

Waybills

*also* Association of American railroads—Accounting division

## RAILROADS—*Continued*

### Advertising

Calendar illustration important, but so is the date; New York Central calendar for 1949. il Ptr Ink 226:36 Mr 11 '49

Keeping business gained in strike; Boston & Maine ad. il Bsns W p96 Jl 9 '49

L.I.R.R. disarms critics by self-kidding public relations. S. Rovner. Ed & Pub 81:16 D 4 '48

Railroad passenger advertising; a quick review, 1830-1948. J. J. Finn. il Ry Age 125:980-2 N 20 '48

Stations on N.B.C. network learn about railroad hour. Ry Age 127:610 O 1 '49

Turning timetables into promotion pieces; Missouri Pacific lines. L. P. Bott, jr. il Adv & Sell 42:40, 42+ Ap '49

### Air brakes

*See* Air brakes

### Airline competition

Advisability of paying further subsidies to domestic air transportation questioned. J. H. Parmelee. Ry Age 126:1218-19 Je 18 '49

Air lines still building passenger business. Ry Age 127:125-6 Jl 16 '49

Rails on air; airlines are formidable competitors, so AAR would cut off subsidy. Aviation W 50:40 Je 27 '49

### Automatic stop and train control

Automatic train control. H. C. Towers. il diags Elec R (Lond) 144:73-5 Ja 14 '49

I.C.C. refuses to permit C.&E.I. to drop automatic train control. Ry Age 126:608 Mr 19 '49

### Ballast

*See* Ballast

### Brakes

*See* Air brakes

### Braking

Decelostats and decelostat sanding. Ry Mech Eng 122:619-20 N '48

Electro-pneumatic brake devices. Ry Mech Eng 123:66-8 F '49

Mobile locomotive testing plant of the London, Midland and Scottish railway. H. I. Andrews. bibliog plans diags Inst Mech Eng J & Proc 158:450-63, pl 1-6 Mr '49; Same abr. Engineer 185:409-11, 434-5, 457-8 Ap 23-My 7 '48; Same abr. Engineering 165:596-9, 620-2 Je 18-25 '48; Discussion. Inst Mech Eng J & Proc 158:463-76 Mr '49; Engineer 185:394-5 Ap 23 '48

Rotary switches synchronize wheel speeds; prevents the sliding of railway car wheels during braking. il diags Product Eng 20:92-3 Ag '49

### Bridge crossing

*See* Bridges, Railroad

### Buildings and structures

Modern commissary enhances dining car efficiency. il plan Ry Age 126:24-7 Ja 1 '49

Modern commissary for dining cars; new facility built by the Union Pacific. il Ry Age 126:778-9 Ap 16 '49

Rugby locomotive testing station. il plan diags Engineer 186:487-91, 524-6 N 12-19 '48; Engineering 166:462-5, 468, 486-9, 492 N 12-19 '48

*See also*
Bridges, Railroad
Car shops
Freight houses
Locomotive shops
Locomotive terminals
Railroads—Laundries
Railroads—Shops
Railroads—Stations
Railroads—Terminals
Roundhouses

*also* American railway bridge and building association

### Car departments

Challenge to car supervisors. J. J. Brinkworth. il Ry Age 127:668-9 O 15 '49

### Cars

*See* Cars; Dining cars; Freight cars; Lounge cars; Motor cars (railroad); Refrigerator cars; Sleeping cars

### Centralized traffic control

*See* Railroads—Signals

### Claims

Car supply and claims. J. H. Aydelott. Ry Age 127:55-6 Jl 9 '49; Same. Ry Mech Eng 123:430-1 Ag '49

Damage prevention forces get results. il diags Ry Age 126:1019-21 My 21 '49

How the loss and damage battle will be won; abstract. I. M. Peters. Management R 38:318-20 Je '49

Southern Pacific improves freight claim handling. il Ry Age 126:445-6 F 26 '49

Why freight claims remain high. A. L. Green. Ry Age 126:1159-61 Je 11 '49

*See also* Association of American railroads—Freight claim division

### Commissaries

*See* Railroads—Food service

### Communication

*See* Railroads—Radio communication; Railroads—Telephone

### Commuter service

Improvements needed for suburban services of main-line railroads. S. H. Bingham. Ry Age 126:270-1 Ja 29 '49

I.C.C. authorizes C.N.J. to raise commutation fares. Ry Age 126:609-10 Mr 19 '49

### Competitive transportation

All transport should pay proper costs. W. T. Faricy. Ry Age 126:1095 My 28 '49

Fight for freight is on. il Ry Age 126:998-1001 My 21 '49

Shippers' stake in unshackled carriers; competitive rates could meet the growing menace of private carriage. il Ry Age 126:1004-8 My 21 '49

Transportation wholesaler; interview with Robert E. Woodruff of Erie railroad. Bsns W p52+ Ag 20 '49

Would fix rate spreads for transport rivals. E. A. Jack. Ry Age 125:907-9 N 13 '48

Young hits subsidies, inadequate rail rates. Ry Age 126:500-1 Mr 5 '49

*See also*
Highway transportation
Railroads—Airline competition
Railroads—Motor vehicle competition
Railroads—Waterways, Competition

### Consolidation

Frisco enters Mobile, Ala., through A.T.&N. control. il map Ry Age 126:184-5 Ja 15 '49

### Construction

B&O spur opens coal reserves at Overfield, W.Va. C. Bateman. il Min Cong J 35:26 Jl '49

Builds 52-mile line in 11 months; Kaiser company rushes new railroad into service in California. il maps Ry Age 125:1110-12 D 11 '48

Conquering a torrid desert; all-Mexican rail link to the lower California peninsula. A. D. Jaime. il map Ry Age 125:1016-19 N 27 '48

Construction activity increases in 1948; U.S., Canada and Mexico. H. E. Michael. il Ry Age 126:135-9+ Ja 8 '49

Extending C&O's trace fork subdivision; will service Island Creek's new coal field in W.Va. R. H. Counts. il map diag Explosives Eng 27:52-6 Mr '49

Large construction and maintenance programs planned for 1949. il Ry Age 126:486-9 Mr 5 '49

New lines for more coal; Chesapeake & Ohio extends mine branches. il map Ry Age 126:860-3 Ap 30 '49

1948 railroad construction indices. Ry Age 127:295 Ag 13 '49

Twelve-million-dollar short cut; Norfolk and Western tunnel and change in line in West Virginia. R. H. Counts. il Explosives Eng 27:116-19 Jl '49

*See also*
Railroads—Curves and turnouts
Railroads—Earthwork
Railroads—Grades
Railroads—Track
Tunnels and tunneling

### Costs

How '47 traffic paid overhead costs. Ry Age 126:838-9 Ap 23 '49

Railroad cost indexes. Eng N 142:167 Mr 17 '49

**RAILROADS**—Costs—*Continued*

Review of railway operations in 1948. J. H. Parmelee. Ry Age 126:92-105 Ja 8 '49

Transportation ratios for selected railroads, 1947 and 1948. Comm & Fin Chr 169:1410 Mr 31 '49

*See also*

Railroads—Accounting

### Crossings

*See also*

Grade crossings

### Curves and turnouts

How much is curve reduction worth? il Ry Age 125:974-7 N 20 '48

### Damage from air raids

Reconstruction work on the French national railways. il Engineering 166:516, 524-7 N 26 '48

### Development work

Capturing industry on the march. il Ry Age 126:1036-9 My 21 '49

Central of Georgia alert for new industries. il Ry Age 127:296-7 Ag 13 '49

New objectives for agricultural agents. E. J. Leenhouts. Ry Age 126:1205 Je 18 '49

Short line sells its service; Chesapeake Western campaigns to develop industry in Shenandoah valley. il Ry Age 126:9 Ja 1 '49

Southern's model forest pays off; Lincoln Green demonstration forest. il Ry Age 126. 22-3 Ja 1 '49

Valuable property made available to cities through consolidation of railroad facilities; abstracts of two papers. S. H. Hare; H. Bartholomew. Civil Eng 19:330-1 My '49

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Drainage of permanent way at Hougham. il diag Engineer 187:324-5 Mr 25 '49

Roadbed stabilization; abstract. R. Smith. Ry Age 126:592-3 Mr 19 '49

Soil mechanics and the railroad engineer; abstract. R. B. Peck. Ry Age 126:589-90 Mr 19 '49

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*See also*

Railroads—Grades

### Electric equipment

Care of transformers. F. A. Totams. il Ry Mech Eng 123:36-7 Ja '49

Electrical applications; the changing base line. A. G. Oehler. il Ry Age 126:78-9 Ja 8 '49

Microwaves for railroad control. il Electronics 22:150+ Ja '49

To what extent are solderless terminals and connectors suitable for railroad applications? Ry Mech Eng 123:340-2 Je '49

### Electrification

*France*

French railway electrification. Electrician 142: 1410 My 6 '49

*Great Britain*

Electric traction on the Southern railway. C. M. Cock. map plans diag Inst E E J 95 pt 2:115-30; Discussion. 131-8 Ap '48; [cont as] Inst E E Proc 96 pt 2:135-50, 835-9 F, D '49

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Shenfield scheme. Elec R (Lond) 143:832 N 26 '48

*Netherlands*

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Accord reached in non-operating employees' dispute. Ry Age 126:648-9 Mr 26 '49

Booster club campaign makes every employee a salesman; internal promotion in offices of Missouri Pacific. C. J. Swan. il Ptr Ink 228: 28-9 Ag 26 '49

Brotherhoods seek 40-hour week for yardmen. Ry Age 126:874 Ap 30 '49

Conductor's firing upheld in bomb incident. Ry Age 127:693 O 15 '49

Court holds employee injuries include occupational diseases. Ry Age 126:1141-2 Je 4 '49

Court sees little precedent in N.R.A.B. award; district judge decides in railroad's favor in air-hose coupling case. Ry Age 126:745 Ap 9 '49

Diesel engineer case before emergency board. Ry Age 126:374 F 12 '49

Emergency board sees Railway labor act threatened; warns against strike threats in Adjustment-board cases. Ry Age 126:560-1 Mr 12 '49

Emergency board tells unions to obey law. Ry Age 127:301-2 Ag 13 '49

Employee's part in cost control. C. I. Clugh. Ry Age 126:1133-4 Je 4 '49

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Featherbedding on the railroads; California amends law prescribing number of brakemen. Nat City Bank p21-3 F '49

40-hour week for nonoperating rail unions. Bsns W p 113-14 Mr 26 '49

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Holdout ops appeal 1948 strike ban to Supreme court. Ry Age 127:186 Jl 23 '49

How do Diesels affect jobs? statement of facts distributed to all Southern Pacific employees and to shippers. A. T. Mercier. Ry Age 127:386 Ag 27 '49

Increased mechanization will cut costs of 40 hour week. J. E. Goodwin. Ry Mech Eng 123:429-30 Ag '49

Non-op emergency board hearings concluded. Ry Age 125:1074-6 D 4 '48

Non-op emergency board hears more employee testimony. Ry Age 125:911-12 N 13 '48

Offices and stations and the 40-hour week. Ry Age 127:420-2 S 3 '49

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Pause that pays on the T.&P.; Coca-Cola vending machines in shops and offices contributing to support of employee activities. il Ry Age 125:1061 D 4 '48

Rail workers sickness benefits under Crosser act. D. Carson. Nat Underw 53:19 Ja 6 '49

Railroads and unions must reawaken to responsibilities; National mediation board annual report. Ry Age 126:220-1 Ja 22 '49

Railroads want to stay exempt from hours act. Ry Age 126:372 F 12 '49

Rails tighten for short week. il Bsns W p70-1 Ag 27 '49

Recommends 40-hour week for non-operating employees; with seven-cent-an-hour wage increase; emergency board recommendations. Ry Age 125:1202-5 D 25 '48

Reduced work week. Fortune 40:15-16 O '49

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Referee's award attacks N.R.A.B. procedure in dispute over reinstatement of dismissed employee. Ry Age 125:891 N 13 '48

Representation of employees. Ry Age 125: 1008-9+ N 20 '48

Roadway forces and the 40-hour week. il Ry Age 127:414-17 S 3 '49

Saturday and Sunday operations essential, emergency board told. Ry Age 125:1040 N 27 '48

Social insurance for railroad employees; a review of present scope and current cost. Ry Age 127:172-3 Jl 23 '49

Superintendent's responsibility in fostering better understanding between employees and management; committee report, American association of railroad superintendents. Ry Age 126:1251 Je 25 '49

Three men on an iron horse. il Fortune 39: 191-2+ My '49

**RAILROADS**—Employees—*Continued*

Train-limit laws no longer justified; emergency board report on Southern Pacific case; union's demands for full crew provisions. Ry Age 127:474-5 S 10 '49

Unions disagree over Locomotive Bureau nominee, J. E. Friend. Ry Age 127:602-3 O 1 '49

Wage and rule merry-go-round; labor relations during 1948. R. G. Lewis. Ry Age 126:60-1 Ja 8 '49

What can be done about the 40-hour week? G. Metzman and others. Ry Age 127:8-14 Jl 2 '49; Excerpt. Ry Mech Eng 123:428-9 Ag '49

*See also*

Locomotive engineers
Locomotive firemen
Railroad strikes
Railroads—Pensions
Railroads—Roadmasters
Railroads—Wages

### *Training*

Building salesmanship in the passenger department. J. F. Whittington. il Ry Age 126:31-2 Ja 1 '49

Diesel engine maintenance; procedure used in instructing railroad personnel. S. E. Lodge. il Diesel Power 27:38-41 My '49

Diesel locomotion school puts locomotive in classroom. il Ry Age 126:929 My 7 '49

Diesel locomotive used as classroom. il Ry Age 125:1188 D 25 '48; Same. Ry Mech Eng 123:73 F '49

Personnel training with Diesel specialization. Ry Mech Eng 122:677-80 N '48

Texas & Pacific polishes its supervisors. Ry Age 127:457 S 10 '49

Today's apprentices will handle tomorrow's railroad shops; methods in use by the New York Central and Union Pacific. E. J. Tangerman. il Am Mach 93:100-4 S 8 '49

Training for Diesel locomotive operation. Ry Mech Eng 122:631-2 N '48

### Equipment and supplies

Fast-moving developments in work equipment. N. D. Howard. il Ry Age 126:64-5 Ja 8 '49

How Pennsylvania railroad uses X-ray inspection. D. Goodman. il Iron Age 164:80-3 S 1 '49

Jeep with lift can perform varied roadway work. il Ry Age 127:636-7 O 8 '49

Materials supply improved in '48. J. W. Milliken. il Ry Age 126:58-9 Ja 8 '49

Mechanized track maintenance; Pennsylvania style. N. D. Howard. il Ry Age 127:202-6 Jl 30 '49

More mechanical handling in '48. J. W. Milliken. il Ry Age 126:66-7 Ja 8 '49

New Nordberg ballast cleaner. il Ry Age 127:412-13 S 3 '49

New Pullman-Standard ballast cleaner. il Ry Age 127:375 Ag 27 '49

Railroad X-ray laboratory; Pennsylvania's installation at Altoona. il Ry Mech Eng 123:396-400 Jl '49

Special equipment speeds ballast removal. il Ry Age 126:738-41 Ap 9 '49

Specifications for materials; committee report, A.A.R. Mechanical division. Ry Age 127:64-5 Jl 9 '49

Swiss machine makes clean sweep in renovating ballast. il Ry Age 125:1105 D 11 '48

*See also*

Air brakes
Car couplings
Cars
Freight cars
Locomotives
Railroad supplies industry
Railroad ties
Railroads—Electric equipment
Railroads—Maintenance and repair
Railroads—Purchasing
Railroads—Rolling stock
Railroads—Scrap material
Railroads—Shops—Equipment
Railroads—Signals
Railroads—Stores systems
Railroads—Water supply
Rails
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### Equipment trust certificates

Representative equipment trust issues sold in 1948; tabulation. Ry Age 126:110 Ja 8 '49

Threat to equipment trusts in credit and traffic decline. P. B. McGinnis. Ry Age 126:456-7 F 26 '49

### Exhibitions

1949 railroad fair aims to give 'em a good time. il plan Ry Age 127:15-23 Jl 2 '49

### Fares

Eastern roads seek 12.5 per cent fare increase. Ry Age 126:1174 Je 11 '49

Fares up much less than living costs. il Ry Age 125:964-5 N 20 '48

I.C.C. authorizes C.N.J. to raise commutation fares. Ry Age 126:609-10 Mr 19 '49

I.C.C. opens eastern fare increase hearings. Ry Age 127:137-8 Jl 16 '49

Railroads begin to talk about cutting fares; big eastern carriers resist, but others want to fight for traffic. K. V. Sloan. Barron's 29:31 My 30 '49

*See also*

Railroads—Tickets

### Finance

Bright spots in railroads' status, now compared with 1929; tabulation. Ry Age 125:999 N 20 '48

Chessie needs more cash; expects to sell $40-million in bonds. il Bsns W p92+ N 6 '48

Economic health depends on profits; address at St Louis, June 30. A. K. Atkinson. Comm & Fin Chr 170:164+ Jl 14 '49

Efficiency, capital outlays, inadequate earnings, stand out in 1948 record. W. T. Faricy. Ry Age 125:1206 D 25 '48

$50 million in railroad passes and dining car losses could be saved. B. Williams. Comm & Fin Chr 169:1956 My 5 '49

First-quarter capital outlays totaled $342.6 million. Ry Age 126:1200-1 Je 18 '49

First half's capital outlays totaled $711.7 million. Ry Age 127:515-16 S 17 '49

Half of 46 roads show gains in operating income. Barron's 29:33 Mr 7 '49

How passenger deficit cuts into freight net. Ry Age 126:1057 My 21 '49

How railway earning power has shifted. Ry Age 125:1025-6 N 27 '48

Interest rates and fair return. M. A. Adelman. bibliog Land Econ 24:384-95 N '48

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Let's restore the railroads' credit. F. Dick. Fortune 39:81-3 Mr '49

Long-term depression worries cloud rails' future. W. F. McHale. Barron's 29:9 Ja 3 '49

1948 capital outlay greatest on record. Ry Age 126:702-3 Ap 2 '49

1948 financial results. Ry Age 126:452-3 F 26 '49

1948 financially uneventful. G. C. Hudson. Ry Age 126:109-15 Ja 8 '49

1948's net income totaled $711 million. Ry Age 126:374-5 F 12 '49

1949 expenditures will start 39 per cent above '48. Ry Age 125:1195-6 D 25 '48

Now all the railroads need is some tonnage; with tabulation of revenue gains effected by latest freight rate boost. Barron's 29:7+ Ag 15 '49

Outlook for railroads. W. A. Johnston. Comm & Fin Chr 170:741+ Ag 25 '49

Rail debts rise again. il Bsns W p49-50 Ja 1 '49

Rail earnings flagged down. Bsns W p78+ Jl 9 '49

Rail earnings protected by Diesels; annual savings now estimated at $300 million; with tabulation showing Diesel locomotives owned (or leased) and on order, Dec. 31, 1948. A. Jansen. Barron's 29:9-10 My 23 '49

Rail expenses may gain a bit on gross in 1949. A. Jansen. Barron's 29:7-8 Ja 3 '49

Rail solvency vital to national safety. P. H. Middleton. Ry Age 126:558-60 Mr 12 '49

Railroads in the new economy. R. M. Edgar. Comm & Fin Chr 170:1141+ S 22 '49

Railroads plan 1949 capital expenditures to exceed $1,342 million. Ry Age 126:776-7 Ap 16 '49

Record capital expenditures; but still far below the Nation's need. C. B. Tavenner. Ry Age 126:54-7 Ja 8 '49

**RAILROADS**—Finance—*Continued*

Revenues, expenses and income of class I railroads, annual 1939-1947, seasonally adjusted and unadjusted July 1947-October 1948. Fed Res Bul 35:68 Ja '49 [cont monthly]

Review of railway operations in 1948. J. H. Parmelee. Ry Age 126:92-105 Ja 8 '49

Should rails be subject to starvation regulation? F. A. Dawson. Comm & Fin Chr 170:1354+ O 6 '49

Some vital questions. J. M. Symes. Ry Age 127:688-90 O 15 '49

Ten-month look at railroad income. Bsns W p91 D 11 '48

Threat of rail nationalization; unless railroads can attract new investment they will pass from private enterprise into nationalization. F. R. Dick. Comm & Fin Chr 169:2064 My 12 '49

Unappreciated elements of strength in railroad bonds; ratios of fixed charges to revenues. W. F. Hahn. Ry Age 127:463-5 S 10 '49

Uphill ride to rail profits; 1948 performance. Bsns W p86-8+ F 12 '49

Way to get new capital to finance improvements in railroad plant; suggestion for sale and lease back of facilities by insurance companies. F. C. Fiechter, jr. Ry Age 127:218-20 Jl 30 '49

What about railroad profits? W. T. Faricy. Comm & Fin Chr 169:669+ F 10 '49; Abstract. Ry Age 126:331 F 5 '49

What owner management is accomplishing on the Norfolk Southern. il maps Ry Age 127:166-70+ Jl 23 '49

*See also*

Railroads—Accounting
Railroads—Costs
Railroads—Fares
Railroads—Rates
Railroads—Receiverships
Railroads—Securities

*also* names of railroads, e.g.

Bangor and Aroostook railroad
Central railroad of New Jersey
Chicago and north western railway
Gulf, Mobile and Ohio railroad
Lehigh Valley railroad
Missouri Pacific railroad
New York, Chicago and St Louis railroad
Toledo, Peoria, and western railroad
Union Pacific railroad

### Food service

Dining car strategy; rearranging the consist of California Zephyrs to achieve relief for dining cars and to increase availability of buffet service. il Ry Age 127:382 Ag 27 '49

Modern commissary enhances dining car efficiency. il plan Ry Age 126:24-7 Ja 1 '49

Modern commissary for dining cars; new facility built by the Union Pacific. il Ry Age 126:778-9 Ap 16 '49

### Freight

Fertilizer for the world; special operating procedure protects phosphate production on Atlantic Coast line. il map Ry Age 126:28-30 Ja 1 '49

40-hour week ties up goods. il Bsns W p44-6 O 1 '49

Freight carloadings by classes. Published in monthly numbers of Federal reserve bulletin

Freight progress issue, 1949. il diags Ry Age 126:993-1055 My 21 '49

Freight service efficiency at new peak. Ry Age 127:331-2 Ag 20 '49

Freight work done by Diesels varies widely. Ry Age 126:231-2 Ja 22 '49

Origination and termination of carload traffic by states and regions; Interstate commerce commission revised rail freight commodity classification. Paper Tr J 128:11+ F 10 '49

Peacetime performance of a wartime facility; handling freight for Berlin airlift through the New York Port of embarkation. W. W. Preisch. il Ry Age 126:687-9 Ap 2 '49

Railroads and shippers still have troubles. W. H. Schmidt, jr. il Ry Age 126:76-7 Ja 8 '49

Railroads bring everything to Geneva. il map Ry Age 127:510-14+ S 17 '49

Reduced work week. Fortune 40:15-16 O '49

Shippers criticize rail freight service; New England shippers advisory board fall meeting, Bretton Woods, Sept. 28-30. Ry Age 127:649-50 O 8 '49

What makes high speed service pay? F. N. Nye. Ry Age 125:1098-101 D 11 '48

*See also*

Demurrage
Freight, Perishable
Freight car service
Freight cars
Freight handling
Railroads—Claims
Railroads—Loading rules
Railroads—Motor vehicle auxiliaries
Railroads—Rates
Railroads—Terminals
Refrigerator cars
Waybills

*also* Association of American railroads—Freight station section

### Freight cars

*See* Freight cars

### Fuel

Chesapeake & Ohio handles emergency coal with conveyors. il Ry Age 127:624-6 O 8 '49

Fuel coal, fuel oils; committee report, A.A.R. Purchases and stores division. Ry Age 127:81 Jl 9 '49

Power plant fuel economy. Ry Mech Eng 122:713-14 D '48

Report on storage coal. diag Ry Mech Eng 123:68-9 F '49

*See also*

Locomotives—Fuel
Locomotives, Diesel—Fueling

### Government ownership

*See* Railroads and state

### Grade crossings

*See* Grade crossings

### Grades

Grade and line revisions lower operating costs on Missouri Pacific. R. P. Hart. il maps Civil Eng 19:158-62 Mr '49

Ironing out a railroad; line and grade improvement projects on the Missouri Pacific. R. P. Hart. il map plans Ry Age 126:438-42 F 26 '49

### History

Burlington's first century. il maps Ry Age 126:300-4 F 5 '49

### Inspection

*See also*

Car inspection

### Laundries

Frisco builds a modern laundry for the use of the dining-car department. il plan Ry Age 127:674-7 O 15 '49

### Lighting

*See also*

Car lighting
Railroads—Shops—Lighting
Railroads—Yards—Lighting

### Loading rules

Report on A.A.R. loading rules. il Ry Mech Eng 122:648-50 N '48

Revision of loading rules; committee report, A.A.R. Mechanical division. Ry Age 127:67 Jl 9 '49; Same. Ry Mech Eng 123:435 Ag '49

### Location

*See also*

Railroads—Curves and turnouts
Railroads—Relocation

### Maintenance and repair

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Maintenance picture shows mixed trends. M. H. Dick. il Ry Age 126:68-71 Ja 8 '49

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What can be done about the 40-hour week in mechanical departments? J. E. Goodwin. Ry Age 127:12-14 Jl 2 '49

*See also* Association of American railroads—Mechanical division

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You can set your watch by railroad's mail-express trucks. il map Ry Age 127:258-9 Ag 6 '49

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P.R.R. mechanizes freight offices. il Ry Age 127:518-19 S 17 '49

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Chesapeake & Ohio power car. il diag Ry Mech Eng 123:30-2+ Ja '49

Good stationary-power facilities keep railroads moving; B & O's facilities in Grafton. il Power 93:118-19 Ap '49

Power plant fuel economy. Ry Mech Eng 122:713-14 D '48

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Katy shows off its territory; second press tour of booming Southwest. il Ry Age 125:894-5 N 13 '48

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Mr Graham takes a tour; will make personal contact with Pittsburgh & West Virginia railroad's shippers. il maps Ry Age 126:326-9 F 5 '49

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Purchases head for $3 billion mark; first eight months of 1948. Ry Age 125:892-3 N 13 '48

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Communications speed 'em up. il Ry Age 126:1052-3 My 21 '49

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*also* Association of American railroads—Purchases and stores division

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Land titles
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Cyclotron
Gages
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Oscillographs
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Files and filing (documents, etc.)
Forms and blanks, Business
Gantt charts
Inventories
Microfilm records
Photographic records
Production control
Punched card system
Stores systems

*also* subdivision Records under special subjects, e.g.

Accountants, Public—Records
Advertising departments—Records
Banks and banking—Records
Credit departments—Records
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Factories—Records
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Brine
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Carbon dioxide, Solid
Cold storage
Compressors
Cooling
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Cooling of water
Electricity in refrigeration
Freezing
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Insulation (heat)
Piping (refrigerating plants)
Refrigerants
Refrigerating engineering
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Conglomerate
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Dolomite
Drilling and boring (earth and rocks)
Geology
Geophysics
Granite
Gypsum
Limestone
Metamorphism
Metasomatism
Minerals
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Steel, Strip
Thread rolling
Tin plate—Manufacture

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*See also*

Electric driving—
Rolling mills

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Eye—Examination
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Fire protection
First aid in illness and injury
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Goggles
Inflammable liquids
Lightning protection
Machinery—Safety devices
Mine rescue work
National safety council
Poisons, Industrial
Railroads—Signals
Roads—Safety guards
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Amusement parks
Aviation
Bleachers (grandstands)
Building
Chlorine
Electric equipment
Gas companies
Gases, Compressed
Laboratories
Lumbering
Machine shops
Metal working plants
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Advertising, Soliciting of
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Salesmanship—Study and teaching

Salesmen, Jobbers—Training

Salesmen, Retail—Training

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Banks and banking—Stock
Bonds
Investments
Investments, Foreign
Loans, Foreign
Mortgages
Municipal bonds
Stockholders
Stocks
Trusts and trustees—Investments

*also* subdivision Securities under names of industries, e.g.

Agricultural machinery industry
Airlines
Airplane industry and trade
Automobile accessories industries
Automobile industry and trade
Building trades
Chain stores
Chemical industries
Department stores
Distilling industries
Drug trade
Electric apparatus industry
Electric utilities
Food industry and trade
Gas companies
Gold mines and mining
Holding companies
Insurance companies
Investment trusts
Machine tool industry
Machinery industry
Metal trade
Motor truck industry
Moving picture industry
Office equipment industry
Paper industry and trade
Petroleum industry and trade
Public utilities
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Extraction processes
Filters and filtration
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**SERVICE industries**

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Chemicals—Transportation
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Freight car service
Freight handling
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*See also*

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**Ventilation**

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**Water supply**

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Textile standards
Time study
Weights and measures

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Aeronautics
Airplanes
Automobiles
Building
Color
Cutting tools
Drafting room practice
Electric distribution
Electric instruments
Electric lines
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Building
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*See also*

Agitators

Mixers

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*See also*

Bonds
Brokers
Investments
Securities
Stocks
Wall Street

*also* names of exchanges, e.g.

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Detroit stock exchange
Los Angeles stock exchange
Montreal stock exchange
New York stock exchange
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*also* Association of stock exchange firms

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*See also*

Banks and banking—Stockholders
Corporations—Reports and yearbooks
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Banks and banking—Stock
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Dividends
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Stock purchase options

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*See also*

Banks and banking
—Stock—Valuation

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*See also*
Dolomite
Granite
Limestone
Masonry
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Department stores
Dress shops
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Furniture stores
Grocery stores
Hardware stores
Market stores
Men's stores
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Electric utilities—Stores systems
Inventories
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Pattern storage
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Shelving
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Beams and girders
Bending
Bending moment
Bridges—Load
Building
Columns
Concrete construction—Design
Contractometers
Creep of materials
Creep of metals
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Elasticity
Fatigue in metals
Graphic statics
Hysteresis (mechanics)
Influence lines
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Automobile parking
Bridge traffic
Traffic regulations

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*See also*

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City planning
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Employees, Training of
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Moving pictures in education
Printing schools
Professional education
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Vocational education

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What price television? L. Gordon. il Adv & Sell 42:36+ Ap '49

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In television Admiral's hot; has sold its way up to third place in set manufacture. il Fortune 39:88-93+ Je '49
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Absolute zero
Cold
Cryogenic laboratories
Freezing
Refrigeration and refrigerating machinery

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Airport buildings
Freight handling
Harbors
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Motor bus lines—Terminals
Petroleum pipe lines—Terminals
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*See also*

Electric testing
Gas testing
Laboratories
Magnetic testing
Mechanics
Oil testing
Stiffness tester
Testing laboratories
Testing machines
Textile testing

*also* subdivision Testing under various subjects, e.g.

Corrosion and anti-corrosives
Hardness
Metals
Plastic materials
Rubber
Steel

**TESTING laboratories**

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Rayon
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Sizing (textiles)
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Cotton trade
Coverlets
Dye industry
Dyes and dyeing
Hosiery trade
Knit goods
Rayon industry
Rugs
Silk
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Textile fibers
Textile mills
Weaving
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Carding machines
Combing machines
Dyeing machines
Electric driving—Textile mills
Hosiery machines
Knitting machines
Looms
Nylon machinery
Rayon machinery
Rolls (textile machinery)
Spinning machinery
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Textile printing machines
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Twisting machines
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Woolen and worsted machinery

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Cotton mills
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Flax
Hosiery mills
Knitting mills
Rayon mills
Water supply for textile mills
Woolen and worsted mills

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Ceramic industries
Diesel engines
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Returned goods
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American federation of labor
Arbitration, Industrial
Banks and banking, Trade union
Boycott
Congress of industrial organizations
Foremen—Unionization
Insurance agents—Unions
Labor and laboring classes
Open and closed shop
Picketing
Radio broadcasting stations, Trade union
Strikes
Trade agreements
Union label

*also* names of trade unions, e.g.

American federation of musicians
Brotherhood of locomotive engineers
Federation of glass, ceramic and silica sand workers of America
International association of machinists
International brotherhood of electrical workers
International brotherhood of teamsters, chauffeurs, warehousemen and helpers of America
International ladies garment workers union
International metalworkers federation
International printing pressmen and assistants union of North America
International typographical union
International union of mine, mill and smelter workers
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Coke plants—Waste
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Distilleries—Waste
Mine waste
Oil waste
Packing houses—Waste
Paper mills—Waste
Petroleum—Water problem
Petroleum refineries—Waste
Petroleum waste
Plating shops—Waste
Refuse disposal
Rubber waste
Sewage disposal
Sewerage
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Mechanical handling
Merchant marine
Mine haulage
Motor bus lines
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Air filters
Air pipes
Air pollution
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Car ventilation
Cooling
Dust removal
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Exhaust systems
Fans, Mechanical
Gas appliances—Ventilation
Heating
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Farm produce—By-products
Flue dust
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Lignin
Metal waste
Paper making—By-products
Rags
Rubber waste
Salvage (waste, etc.)
Scrap metal
Sewage sludge
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Straw
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Floods
Fog
Humidity
Hydraulic engineering
Hydraulics
Hydrolysis
Ice on rivers, lakes, etc.
Irrigation
Lakes
Moisture
Pumping
Rain and rainfall
Rivers
Sea water
Snow
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Water conduits

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Water hammer

Water pipes

Waterworks

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WATER power

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